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May 20, 1963

WORLD TRADE WEEK, 1963

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BY THE PRESIDENT OF THE UNITED STATES OF AMERICA

A PROCLAMATION

WHEREAS the United States recognizes that international commerce through reciprocal world trade is a principal means to peace and prosperity; and

WHEREAS a successful United States commercial policy requires the profitable sale of United States goods in other countries to insure a favorable balance of international payments; and

WHEREAS the great American marketplace must meet, encourage, and welcome competitive challenges from the viggrous new nations not only to achieve a favorable balance of payments but also to serve as inspiration and strength for all countries; and

WHEREAS, although increasing the sale of United States goods abroad is vital to the United States domestic economy, private enterprise must nevertheless continue to practice the fundamental American belief that initiative and competition in business must be exercised with responsibility and morality toward all people:

NOW, THEREFORE, I, JOHN F. KENNEDY, President of the United States of America, do hereby proclaim the week beginning May 19, 1963, as World Trade Week; and I request the appropriate Federal, State, and local officials to cooperate in the observance of that week.

I also urge business, labor, agriculture, educational and civic groups, as well as the people of the United States generally, to observe World Trade Week with gatherings, discussions, exhibits, ceremonies, and other appropriate activities designed to promote continuing awareness of the importance of world trade to our economy and our relations with other nations.

IN WITNESS WHEREOF, I have hereunto set my hand and caused the Seal of the United States of America to be affixed.

DONE at the City of Washington this Twentieth day of April in the year of our Lord nineteen hundred and sixty-three, and of the Independence of the United States of America the one hundred and eighty-seventh.

By the President:

Dean Rusk

Secretary of State

President Kennedy proclaims World Trade Week May 19-25

DEPOSITED BY THE UNITED STATES

Business Bulletins *from around the world*

AUSTRALIA—Self-sufficiency in aluminum field appears to be fast approaching as Alcoa of Australia begins producing ingots at annual rate of 20,000 tons, expected to rise to 40,000 before end of 1963. U.S. alumina being used pending completion of Alcoa's facility in western Australia.

ECSC (European Coal & Steel Community)—ECSC High Authority signs with Banque de Paris et des Pays-Bas to float $6 million bond issue on Belgian market, maturing in 20 years and bearing 5½% interest. Agreement signed only with one bank but loan actually being shared by several financial institutions—primarily Belgian insurance companies.

High Authority officials hold discussions with Greek officials who reportedly seek eventual full-fledged membership in ECSC as well as other institutions of European Communities. No decision yet on whether this can best be achieved by association agreement on model of one Greece has with EEC or by outright accession of Greece to ECSC with limited transitional arrangements. Coal would pose no problem for full accession since Greek production negligible, but Greece's infant steel industry would not survive unrestricted competition from France, Germany, Belgium, Luxembourg, Netherlands, and Italy.

FRANCE—Direct steamship service between Bordeaux and U.S. and Canadian Great Lakes ports, with two monthly sailings between April and October, introduced by Compagnie Generale Transatlantique (French Line).

Stanley Works of New Britain, Connecticut, large producer of tools and hardware, opened wholly-owned subsidiary. Company, with annual sales of $110 million, also has subsidiaries in Great Britain and West Germany.

INDIA—Phillips Petroleum signs agreement for construction and operation of 2.5-million-ton-capacity oil refinery at Cochin, Kerala. National Government to subscribe 51% of share capital, Phillips 25%, Duncan Brothers of India and Indian public 24%.

Cashew kernels for export became subject to pre-shipment inspection and quality control on April 1. All shipments will now bear label and be accompanied by certificate issued by Cashew Export Promotion Council.

The National Coal Development Corporation, a Government of India corporation, signed an agreement with Tjazhpromexport, a Soviet supplying organization for development of an open-cast mine at Manikpur, Madhya Pradesh. The USSR will supply equipment worth $1.6 million and technicians.

MALAYA—Dunlop Tire Factory opened $10 million tire plant at Petaling Jaya March 2. Plant employs 1,000 and will have productive capacity of 400,000 automobile tires annually—twice Malaya's consumption.

$50 million irrigation project announced for northern Malaya as part of 3-stage plan to make country self-sufficient in rice by 1970. Project—by far biggest ever considered by Government—to bring 257,000 acres of rich riceland under double-cropping.

NETHERLANDS—Number of registered television sets rose 22.6% in 1963 to 1,275,000. One Dutch family in four now owns one.

Winter grain plantings reported at 491,530 acres at end of 1962, compared with 439,660 acres in 1961. Result may be smaller summer crops for pulses, sugar beets, and spring grains.

Tourist activity rose in 1962 as foreigners spent more than 3.8 million nights in Dutch hotels, 5% over 1961. Nights spent by Americans increased more than 4%, by allied soldiers,13%.

NIGERIA—Federal Ministry of Commerce and Industry approves first two applications for Agency for International Development (AID) investment guarantees—one for proposed polyurethane plant and one for already-operating textile mill—under agreement concluded last December between AID and Nigeria.

U.S. architectural firm, Litchfield, Whiting & Bowne Associates, commissioned to design new Ojike Memorial Medical Center. Center will be largest hospital complex in Eastern Nigeria.

PAKISTAN—Government to permit imports, without license, of cottonseed and soybean oil (for East Pakistan), dried non-fat milk, frozen poultry (for West Pakistan), butter oil (ghee), dried eggs, and peas and beans, procured under the U.S. PL-480 Title I program. Observance of Islamic rites in slaughtering poultry is important consideration. U.S. Department of Agriculture regulations must be observed. Shipments to be made in U.S.- and Pakistani-flag vessels on 50-50 basis.

SINGAPORE—Caltex Oil Ltd. proceeding with plan to construct new $1 million lube oil blending plant at Tanjong Penjuru. Plant is another part of multi-million-dollar investment by Caltex in Singapore and Federation. Number of Caltex Circle Service stations increases steadily, totaling 85 to date from Singapore to Thai border.

Officers of International Ore and Fertilizer Corporation of New York recently arrived to discuss arrangements with Government's Economic Development Board (EDB) for fertilizer and associated chemical plant at currently developing Jurong Estate. Capitalization requirements for first phase— involving production of ammonium sulphate, sulphuric acid, ground phosphate rock and superphosphates—to total nearly $7 million. EDB to have substantial financial investment in new venture on 20 acres at Jurong. Firm has pioneer status.

SOMALI REPUBLIC—New unified tariff schedule integrating customs fees in Northern and Southern Regions promulgated April 11. Many duties increased as new tariff also intended to discourage "luxury imports" and those which could compete with locally produced goods.

UPPER VOLTA—Nation becomes member of International Monetary Fund and International Bank for Reconstruction and Development (World Bank). Quota in Monetary Fund is $7.5 million, and subscription to Bank's capital stock is $10 million.

DEPOSITED BY THE
UNITED STATES OF AMERICA

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the cover

The people of the United States are urged by the President to observe World Trade Week, May 19-25, with gatherings, discussions, exhibits, ceremonies, and other appropriate activities designed to promote awareness of the importance of world trade. On page 2 will be found a brief round-up of a few of the activities that resulted from the President's request.

International Commerce

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May 20, 1963 Volume 69, Number 20

Special Reports

World Trade Week roundup
page 2

On Cambodia and Colombia
pages 3-6

FEATURES

6 **Unparalleled opportunities seen for U.S. export sales**
7 **Western businessmen praise Trade Centers, criticize 'red tape'**
8 **'E' awards go to 9 firms exporting services, products**

TRADE FAIRS AND CENTERS

9 Air-conditioning exposition scheduled in Chicago
10 All-U.S. trade fair opened in Cambodia

WORLDWIDE BUSINESS OUTLOOK

12 Brazil pledges fiscal reform; growth rate down in 1962
13 Rhodesian export total sets record; private investors welcomed
14 Skyrocketing cost of living threatens Chilean recovery
16 Good crops bring Guatemala's reserve to record levels
17 Opportunities uncovered in Germany for U.S. photo sales

U.S. GOVERNMENT ACTIONS

18 Loans to assist projects in Tanganyika, Greece, Liberia

FOREIGN GOVERNMENT ACTIONS

19 Israel makes variety of duty shifts; Swiss curb labor inflow
20 Spain sets norms for new industry; Iraq decontrols 132 imports
21 Italy continues duty reductions to spur imports

INVESTMENT OPPORTUNITIES

22 Potential seen in 6 diverse Ecuadoran industry areas
23 Thailand's food-processing industry ready for development
23 New projects open for U.S. companies

WORLD TRADE OPPORTUNITIES

25 Several countries ask bids for projects
26 Leads for exporters
42 International representation
46 Leads for importers; visiting buyers and officials
47 Construction projects; additional projects

New Books and Reports, page 48

World Trade Week

Business and civic organizations and Department of Commerce Field Offices will sprint through busier-than-usual days just ahead as they participate in activities of World Trade Week, May 19-25.

Across the country—through rostrum, parade, tour, panel, exhibit, radio, TV, and press—organizations, businesses, and individuals are giving special recognition and emphasis to the significance of international commerce. The Department's Field Offices and the Regional Export Expansion Councils are supporting and assisting in this effort.

Begun in Los Angeles in 1927 and now proclaimed by the President of the United States, World Trade Week is being observed throughout the nation.

Kickoff in Los Angeles

A World Trade Week Kick-Off Luncheon, sponsored by the International Trade Club of Los Angeles, was scheduled for May 16 at the Los Angeles Athletic Club with Charles Merriweather, Director of the Export-Import Bank speaking on the role of the Eximbank and the Foreign Credit Insurance Association in guaranteeing and insuring foreign credits. The Foreign Trade Association of Southern California is sponsoring a meeting on Thursday, May 23rd.

The 36th annual observance in San Francisco, under the area World Trade Association of the San Francisco Chamber of Commerce, will be highlighted by a May 21 luncheon at the Hotel Mark Hopkins.

The San Diego Chamber of Commerce, a cooperative office of the Los Angeles Field Office, is sponsoring an Export Expansion Seminar May 21-22.

N.Y.: 52 cooperating groups

Prominent in the New York area observance will be World Trade Day on Tuesday, sponsored by the New York World Trade Committee and the World Trade Club of New York, with 52 cooperating organizations. Dr. Andrew Cordier, Dean of the School of International Affairs of Columbia University and former Under Secretary of the U.N. General Assembly will address the luncheon meeting.

A parade will feature National Maritime Day on May 22 as cadets from the U.S. Merchant Marine Academy and the Maritime College of the State of New York march to Rockefeller Plaza. The Propeller Club will meet for lunch.

Franklin Roosevelt, Jr. will address the Brooklyn Chamber of Commerce on May 20.

Harbor inspection by vessel on Thursday will mark observance of World Port Day sponsored by the Port of New York Authority.

TV in Philadelphia

A port documentary, "Bound for Philadelphia," was scheduled for May 19 on TV to open observance of World Trade Week in that city.

Eugene M. Braderman, Director of the Commerce Department's Bureau of International Commerce, is to address the 28th annual convention of Sales and Marketing Executives International on May 21.

Commemorating the first steamship crossing of the Atlantic Ocean by the S.S. Savannah in 1819, an open house reception is to be held at the Delaware River Terminal in Philadelphia on Wednesday. Latest techniques in cargo handling will be demonstrated.

Annual award, D.C.

The Metropolitan Washington Board of Trade in recognition of World Trade Week is scheduling its World Trade Award luncheon on May 24. Senator William J. Fulbright has been selected for the 1963 award, which annually goes to the "resident of the area who has made the most outstanding contribution in the interest of world trade."

Draper Daniels, National Export Expansion Coordinator, will speak at the second annual World Trade Seminar in Columbus, Ohio, on Wednesday; and Frank Barton, Deputy Under Secretary for Transportation, the following day in Cincinnati will address the World Trade Club dinner sponsored by the Cincinnati World Trade Club, the Traffic Club, and the Propeller Club.

Principal event of the Chicago area will be the Racine/Kenosha International Trade Conference on Wednesday. Sponsored by the Racine and Kenosha Chambers of Commerce, the Wisconsin Export Expansion Council, and the Commerce Department, the conference is designed to give insight into practical application and procedures involved in doing business with other countries.

Radio programs, St. Louis

At a ceremony Wed. May 15th, the Mayor of St. Louis was scheduled to declare the week of May 19 as World Trade Week, in line with the President's proclamation. Three special radio programs are planned during the 7-day period. Between 200 and 300 people are expected to attend the Mid-America Conference on Industrial Modernization on Wednesday. This Government-business forum is sponsored by the Commerce Department's Business and Defense Services Administration and the Chamber of Commerce of Metropolitan St. Louis. The St. Louis Field Office and the Small Business Administration are participating.

The St. Louis Trade Mission to Europe, a group of 24 businessmen, has just returned from the European Economic Community countries and England. One of the members, Wilder Lucas, an attorney, will report the Mission's observations at the World Trade Club of St. Louis meeting on Thursday. The mission is the first of its kind from this city.

Shirtsleeve workshop, Miami

The Miami-Dade County Chamber of Commerce and the Miami Commerce Field Office scheduled Exportunity Day on May 15 featuring a "shirtsleeve workshop" at the Everglades Hotel. Local manufacturers who export were asked to display products they sell abroad, and nonexporting firms were invited to the exhibits—about 25 shows in all. Service organizations such as banks, insurance companies, steamship companies, freight forwarders, also were invited. At a luncheon meeting, opportunities in foreign markets were to be discussed and a film on trade abroad shown.

New Orleans also observed World Trade Week early, April 28–May 4, to coincide with the Mississippi Valley World Trade Conference (see INTERNATIONAL COMMERCE, May 13, 1963, pp. 2-3). Edwin A. Leland, Jr., Director of the Commerce Field Office there, was chairman of activities.

Through these and a variety of other scheduled activities—in the north, east, south, and west—the people of the United States this week are stimulating "awareness of the importance of world trade to our economy and our relations with other nations."

Cambodia's emerging market offers growing potential for U.S. exporter

To meet competition: Visit area; set up distribution depots to shorten delivery time; establish permanent representation nearby

By ROBERT B. PARKE

Economic Officer
U.S. Embassy, Phnom Penh

Cambodia, land of the ancient Khmers and home of the wondrous temple ruins of Angkor, is an emerging market. Its nearly 6 million pleasant, friendly people represent a limited, but potentially attractive market; their productivity and their purchasing power are increasing.

ROBERT B. PARKE

The U.S. Exhibition, which opened in Phnom Penh, the capital city, on May 13 (see p. 10 of this issue), affords U.S. manufacturers and exporters an opportunity to assess the potential of this market and see for themselves the response of Cambodians to the universal appeal of U.S. products. The job that remains is "to get out and sell."

On-the-spot visits

The economy is a growing one and would warrant frequent visits to the country by competent, French-speaking representatives of U.S. firms. Such visits, together with selection of active local agents, are essential if U.S. firms hope to increase their share of the Cambodian market.

The problem is mainly one of making the local business community aware of the U.S. as a source of supply and creating a demand for U.S. products many of which are largely unknown in this country. With few exceptions, the U.S. is generally associated mainly with trucks, tires, earthmoving equipment, some types of machinery, outboard motors, air-conditioners, flour, and condensed or powdered milk—mostly through U.S. economic aid.

Except for the larger French firms, or firms backed by French capital, most importers in Cambodia are small, generally under-capitalized dealers operating on a quick-turnover basis. The way in which they utilize their capital is of importance to them. Thus, the factor that enhances the market position of the principal competitors of the U.S. in Cambodia the most is perhaps delivery time, and in this respect U.S. suppliers are at a disadvantage. Deliveries from the U.S. take a minimum of 2 months from date of order, and frequently longer for some products. From Japan, goods are usually delivered 3 or 4 weeks after the order has been placed, and from Hong Kong even less; from Europe it takes about 6 weeks. Cambodian importers consider delivery time carefully, for interest rates are high and although bank credit is generally available for good risks, it is not cheap.

Freight costs are another important factor adversely affecting U.S. exports to Cambodia. They are from $20 to $30 a ton less, depending on commodity, from Japan than they are from the U.S.; they are from $10 to $20 a ton less, depending on the country and commodity from Europe.

To meet competition

How to meet competition in Cambodia warrants all possible consideration. In the opinion of many observers, one of the most effective ways in which U.S. suppliers could offset the most important factor working against them would be to establish depots in nearby distribution points, such as in the free zones of Hong Kong, Singapore, and Bangkok, to accelerate deliveries. This should be coupled with provision of field servicing and spare parts for equipment sold—especially for machinery and electrical equipment in general. Field engineering available from nearby points would also enhance the competitive position of potential U.S. suppliers.

As a practical matter, U.S. manufacturers and firms whose products and/or services are complementary might consider the desirability of jointly establishing a permanent representation, if not in Cambodia, in this general area to follow leads, prepare bids, and sell their products and/or services.

The Cambodian business and industrial community is generally uninformed on credit facilities and financial arrangements available from U.S. and international lending institutions. Some educational work is needed, for Cambodia's economy is growing and the requirement for medium-term loans in respect of capital goods will grow with it. The Royal Cambodian Government, which has no foreign debt and has until now shied away from foreign loans (except a credit of some £5 million from Czechoslovakia negotiated in May 1961 for supply and erection of plants mentioned earlier), has begun to think in terms of foreign loans for investment in productive enterprises as a means to speed up the economic development of the country. This prospect bears watching, for it would afford a still greater market for U.S. products.

Population agricultural

Some 80% of the population is made up of farmers—mostly rice farmers—who at present glean from their few acres a money income of no more than the equivalent of $60 per capita a year (at the official rate: 35 riels=$1). They own the land on which they toil however, and more is available—virtually for the asking. As modern techniques of farming are introduced on an increasingly larger scale—and this is one of the major objectives of the U.S. economic aid program for Cambodia—farmers will be able to cultivate more land, increase production, and enhance their purchasing power. These people represent the future potential for U.S. exports to this storied land.

The remaining 20%—the small entrepreneurs, the shopkeepers, the craftsmen, and, of course, the State—purchase the bulk of goods now imported from the U.S., which vies with Japan as the country's second-largest supplier; France, a traditional supplier of a century's standing, remains the first.

Development plans

No larger than the State of Missouri, the country has no known commercially

the author

Born in Kansas, and with graduate work at universities in Italy and France, Mr. Parke had experience in private business and in the Treasury and State Departments before he was assigned to Tehran and later as Assistant Commercial Attaché in London. Chief of the Economic Section, at Phnom Penh since April 1960, Mr. Parke speaks both Italian and French.

significant deposits of mineral resources. Its forestry reserves, however, and its water resources are impressive. Plans for development of both are underway. Although fishing is second only to rice farming (current average annual production, 1.5 million metric tons of paddy rice) as a major occupation among the peasantry, it is still largely unorganized and left to the endeavors of the individual or small groups of part-time fishermen (estimated catch for 1961: 166,000 metric tons). Plans for development of the fishing industry—and especially marine fishing, neglected for centuries—also are underway. Improvement of livestock is planned, as well as an increase in its production. Much livestock is exported, as is much of Cambodia's corn, cotton, kapok, pepper, and other potentially important agricultural commodities. Rubber, along with rice, is a main cash crop. Rubber plantations—French owned—are well established, efficiently operated, and are high producers. Rubber production, around 40,000 metric tons annually at present, has been increasing at a steady rate of about 7% annually.

Against this essentially agricultural background, nearly 2,000 small, privately owned plants, employing from a few workers to a hundred or so, in over 80 separate industrial activities ranging from jewelry making to machine shops, saw mills, bottling plants, and boat building, have sprung up since the country attained its independence in 1953. In addition to these, a State-owned industrial base on a somewhat larger scale, provided mainly by Communist Chinese aid and Czechoslovak credits, is either in operation (textile mill, plywood factory, paper mill), under construction (cement plant) or soon to be built (tire factory, tractor assembly plant, palm-sugar refinery), or projected (iron smelter, small-implements factory, hydroelectric dam—the latter a Soviet-aid project).

Opportunity in private sector

It is in the private segment of the economy, however—both in the agricultural and industrial sectors—that U.S. manufacturers and exporters, as well as the Cambodian economy itself, stand most to gain in the long run. The U.S. AID commodity import program for Cambodia provides around $15 million annually to finance imports, with the Cambodian Government allocating, on the average, around $60 million worth of convertible foreign exchange out of its own reserves for this purpose. In 1961, imports from the U.S. were valued at some $16 million; they consisted chiefly of trucks and tires, industrial and agricultural machinery and equipment, petroleum products, flour and dairy products—dollar-financing for which was largely provided by AID.

Although business in Cambodia is dominated by the resident "overseas" Chinese minority (some 350,000), the larger import-export firms are French—many of which represent U.S. exporters—and France has been the traditional source of supply. Aside from France, principal competitors of the U.S. are Japan, Communist China, West Germany, and Hong Kong. Emerging as important competitors are the U.K., Italy, and Czechoslovakia. Only three U.S. firms have offices in Cambodia; other American firms rely on their offices, or agents, in Saigon or Bangkok to develop business in Cambodia.

Colombia's growth plans mean new opportunities for U.S. businessmen

Suppliers can hurdle obstacle by helping importers meet mandatory prior-deposit requirements of 30 to 120%

By GEORGE A. ELLSWORTH

Commercial Attache, Bogota

As Colombia's accelerated economic, social and political development continues during the next few years, U.S. exporters and investors will be presented with exceptional opportunities and challenges. Their response to these demands on their ability and ingenuity will determine to a significant measure their share in the country's growing trading and investment possibilities. Conversely, the extent and direction of Colombia's growth will be affected by the participation of U.S. and other private firms.

The involvement of private business interests and capital in the development of Colombia is a critical factor in the Alliance for Progress, under which such development is taking place. Thus, the American businessman will find he has powerful reasons for approaching the Colombian market with vigor and imagination. The potential and problems of this market are interesting to review.

Colombia's present population is approximately 16 million and is rising at the rate of 2.9% a year. Annual per capita income is approximately $250 and the over-all market is expanding at a rate of about 5% a year. Industrial production is growing by about 7% each year and the industrial base is also developing horizontally and vertically at a steady pace.

In terms of stages of economic development, Colombia is presently considered to be at the mid-point of its "take-off" phase. This means that during the next few years it will enter a period of intensified drive towards industrialization and growth. The effort will be steered and supported within the framework of the nation's 10-year plan for economic and social development. The plan (the first prepared by any Latin American country after participation in the Inter-American Economic and Social Conference at Punta del Este in 1961) was approved in 1961. All political parties have committed their support to it and international groups as well as the U.S. Government have given their blessing to it.

The World Bank, before giving its endorsement to the 10-year plan, studied it in depth and concluded that its objectives, though ambitious, were generally feasible. Two main targets of interest to the businessman are an average annual growth of 5.6% in the gross domestic product and an average increase in gross industrial product of 8.6% during the 10-year period. To achieve these goals Colombia will need substantial foreign help. The estimates are that some $200 million a year in external assistance will be required during the 10 years of the plan, including some $45 million a year in private investment.

The prospects for such aid are good.

Early in 1963 a multilateral Consultative Group of 16 capital-exporting nations, including the United States and various international lending agencies, met in Washington and generally agreed to develop means of providing funds to finance the undertaking. The meeting not only went a long way towards resolving the financial problem involved in Colombia's development but also expressed the confidence which the western world has in the country. Thus, appreciable economic development in Colombia in the years to come can be considered a reality, with attractive possibilities for American exporters and investors.

Priorities

The plan concentrates heavily on manufacturing, transport, electric power, communications, extractive industries, and agriculture. Expansion of all of these areas will require substantial contributions of capital, machinery, equipment components, technology, and other services. American firms can supply the major portion of this demand if they take advantage of the many factors in their favor and if they answer the challenge with confidence and ingenuity.

In general, U.S. products have traditionally enjoyed a high reputation in Colombia. They are considered of top quality, durability, and attractiveness. Moreover, U.S. manufacturers have long been known for providing the best "backstopping" in terms of service, parts, and technical assistance and information on the goods they sell, and for offering good delivery conditions. Competition in these fields, however, is developing rapidly as European, Japanese and other producers enter the market. Also, lower prices and more favorable credit terms offered by these other suppliers are enabling them to fulfill a steadily growing portion of the total Colombian demand for imported goods. This has resulted in a drop in the U.S. share of the market from 63% in 1955 to 51% in 1961.

U.S. role

A good part of the import market will continue to be supplied by the United States, since a major portion of the loans and grants to be made available to Colombia will come from the U.S. Government, and by law the dollars provided must be spent in the United States. However, Colombia will also be placing substantial orders abroad for goods and services financed with funds obtained from its own export earnings or from non-U.S. assistance, and American firms can compete successfully for these orders. Because the country is committed to rapid industrial development, the orders mentioned will be principally for capital equipment, components, and specialized services rather than for finished consumer goods. This fact points out almost immediately that American industry with its leadership in the fields in question can secure a substantial portion of the trade involved. Also, if it is analyzed in the light of the presence of competitors from other countries and other factors, it suggests that suppliers from the U.S. must develop approaches to the problem to make their bids attractive to Colombian importers.

Currently, a frequent explanation heard for the increasing preference for trading with countries other than the United States is that those other countries in many cases offer more favorable prices and credit terms. Of the two factors, pricing undoubtedly is the more difficult to deal with but not entirely an unsurmountable obstacle. American machinery and equipment, with their high prestige in Colombia, are preferred by many end-users or potential end-users despite their greater initial cost. When placing orders, however, buyers (particularly Government agencies) are faced with the problem of limited resources and they turn to the less expensive products of Europe or Japan. This price situation, and the liberal credit terms that some foreign suppliers can offer, thus define the areas on which the U.S. exporter must concentrate to make himself competitive. Some effective tools are already available from official sources to help him.

Customers' needs

The financing and export-credit insurance facilities provided by the Export-Import Bank, trade leads and other information on business conditions available from the Department of Commerce, information on existing and new projects provided by the Agency for International Development and other lending agencies are some of tools available to him. On the other hand, some of the devices, using his own resources, which he might consider offering to potential customers are technical assistance and advice in connection with selection and perhaps installation and operation of equipment and certain types of financial help to importers. The idea of technical aid is not original and could take different forms. One approach is industry participation on studies of a basic, technical nature, such as Japanese teams are currently making in telecommunications. This type of effort is undoubtedly valuable in setting favorable conditions for future orientation of trade. Another promotional method might be for the U.S. exporter to make available specialized assistance to firms and official entities at the planning stage of their projects or expansion programs. Package plants and turnkey contracts designed and planned to meet the needs of prospective buyers are among the schemes that fall under the concept of such assistance.

The Suppliers might consider financial support to Colombian importers in connection with the mandatory deposits required by Colombian law at the time that import licenses are issued. These prior deposits range from 30% to 120% of the value of the goods to be imported, depending on their nature. Credit in Colombia is tight and legal interest rates run up to 1½% per month. Since the importer may have his money tied up for as much as 9 months, the deposits represent an expensive item in the total cost of his imports. U.S. exporters able and willing to help Colombian customers reduce this cost item will find their competitive position significantly improved.

Investment

The 10-year plan and Colombia's development under it present another interesting prospect to the American businessman—in the field of investment. It is an accepted fact that the targets of the plan will be reached only if there is a substantial flow of private investment. The climate for investment in Colombia is basically good. The Government has recently instituted a private-investment fund designed to promote the creation and expansion of industries by offering some credit facilities to certain types of enterprises. In general, the purpose of the fund is to make available medium-term loans for firms engaged in activities promoting the development of the country.

The fund was the outcome of the cooperative efforts of the Colombian

the author

In a State Department career spanning two decades, Mr. Ellsworth's bases of operations have included Santiago, Guayaquil, London, Vientiane, and—his present post—Bogota. He was detailed as an economics officer to the Commerce Department in 1956, and to the International Cooperation Administration in 1959.

Government, the Agency for International Development, the Inter-American Bank, and the World Bank. Its resources, provided by AID and other foreign lenders, will be at least $40 million a year for the first 3 years.

Broadly speaking, eligibility for financing under the scheme will be predicated on the nature of the applicant firm's type of output, primarily. Such output must be strongly directed towards achievement of one of the following objectives: (1) Export promotion and expansion; (2) eliminating industrial bottlenecks; (3) substitution of imports. Qualified firms of Colombian or foreign nationality are eligible to obtain financing from the fund.

In addition to this new incentive to investors, the government provides various other types of concessions to investors coming in to develop basic industries. Also, the Agency for International Development, in collaboration with the Department of Commerce has established a special program to encourage participation of American private investment in joint ventures with local interests in 5 basic industries: food-processing, meat-packing, lumber and wood products, building materials, and metalworking. Several forms of assistance to the American investor interested in these fields are already available.

Unparalleled opportunities seen for U.S. worldwide export sales

NICB convention hears point-by-point analysis indicating business is now only scratching surface of global market

With buying power booming overseas, U. S. firms applying "energetic salesmanship" can find unexcelled opportunities for selling all kinds of goods in all countries of the free world. This was the message brought to some 1,800 business executives at New York City's Waldorf-Astoria Hotel last week by Eugene M. Braderman, director of the Bureau of International Commerce.

The occasion was the 47th annual meeting of the National Industrial Conference Board, on the theme of "Jobs, Profits and Economic Growth."

"We're just holding our own. We can —and must—do better," Mr. Braderman told a May 17 session. "Export expansion offers us an unexcelled opportunity to generate higher business profits and fuller employment at home, and to strengthen our financial standing and our leadership abroad."

Balance sheet

Giving the "General Setting Overseas," Mr. Braderman made these points:

- Industrialized countries offer good immediate prospects for U.S. export expansion, while developing countries present good long-range prospects. In lands undergoing industrialization, U.S. businessmen can establish themselves as suppliers now, before buying patterns are fully set, and can build for future sales expansion.

- U.S. export sales in 1962—up 4% —barely matched the 4% rise in world exports. The $20.9 billion total volume of U.S. exports was an all-time high, but faster-rising imports reached a new peak of $16.4 billion and the U.S. export surplus fell to $4.5 billion from the 1961 figure of $5.3 billion. "The smaller export surplus last year and the persistent balance-of-payments deficit, which was reduced only slightly to $2.2 billion, point up the importance of export expansion."

Europe

- Western Europe with its Common Market remains a particularly promising U.S. outlet in spite of growing competition from within the European Economic Community. The nearly 7% rise in U.S. sales to the area in 1962 (excluding military grant-aid) can be bettered "if we counter mounting competition with an aggressive—and sustained—sales drive, and if we work vigorously—and effectively—for reduction of tariffs and other restrictions that impede entry of U.S. goods into the Common Market."

Far East

- U.S. exporters have a good chance to sell more in 1963 to their best Far Eastern customer, Japan, which in 1962 bought $1.4 billion worth of U.S. goods in spite of balance-of-payments problems and a temporary recession. With Japan's dollar position stronger now, the potential is for a $2.5 billion Japanese market for U.S. goods by 1970. Several other Far Eastern countries are embarking on major economic development programs, and the forthcoming merger of Malaya, Singapore and Northern Borneo promises faster growth over a large area.

- Continued high-level U.S. exports to the Near East and South Asia are expected in 1963, following 1962's sharp spurt to almost $2 billion from the previous average of about $1½ billion a year.

Africa

- In spite of a 12% rise in U.S. exports to Africa in 1962, "U. S. business has hardly begun to tap the potentials" there. Although U.S. exports to Africa mounted to $745 million in 1962, this is small when it is considered that Nigeria alone buys well over $600 million a year abroad, mainly from the United Kingdom.

- U.S. exports to Latin America declined 6% in 1962 after 2 years of gains. U.S. setbacks in some countries are apparent even though the United States remains Latin America's largest supplier. The fact that U.S. exports to Brazil, for example, fell 14% in 1962 while Brazil's total imports rose slightly indicates that U.S. exporters increasingly must meet competition from other countries trading in Latin America.

Planned French steel making capacity revised downward

A reduced annual steel capacity of 23 or 24 million metric tons by 1965 is being scheduled under a modification of France's Fourth Plan for Economic and Social Development, which had originally set a 25-million-ton goal.

This reevaluation of capacity needs results from growing world over-capacity. For more than a year French producers have experienced falling export sales and mounting competition—both within the European Coal and Steel Community and from third countries, such as the United Kingdom and Japan. French production was off 1.9% in 1962 while investment programs raised capacity by 7.6% during the year. Producers of French steel have felt for some time that present trends do not justify a market outlook as optimistic as that previously held, and have translated into action their reluctance to accept the Plan's original investment objectives.

Ecuador designates 18 Industries for foreign investors

10-Year Plan sets 4.8% growth rate; Industrial Development Law grants tax benefits to basic industries

Ecuador's 10-year development program (1961-70), prepared by the Ministry of Development and the Development Center (CENDES), sets a growth rate of 4.83% annually.

The Planning Board has selected 18 fields of industrial activity as being of the highest priority and offering the best potential for private and foreign investment. General studies have been made in these selected fields, and in some cases feasibility and engineering studies have also been conducted.

The priority group includes fertilizers, fruit canning, castor oil extraction, glycerine, detergents, plastics, sulphuric acid, and caustic soda.

The Development Center says there is a domestic market which would justify the establishment of an assembly plant for refrigerators and also, perhaps, for freezers.

Favored industries

More recently the Ecuadoran Government selected the basic industries which are to receive the highest tax benefits under the new Industrial Development Law, which became effective on August 9, 1962. These are nitrogenated fertilizers, glass containers, iron and steel bars, refined iodized salt, sulphuric acid, agricultural implements, hand tools, kraft and cellulose papers, china and porcelain sanitary fixtures, and mechanical and electrical precision equipment.

After joining the Latin American Free Trade Association (LAFTA) and participating in the 2nd annual round of tariff negotiations at Mexico City in the last half of 1962, Ecuador has come to regard LAFTA as a positive instrument for economic development.

Investment interest

British, Dutch, and Japanese firms have expressed an interest in Ecuador's potential as an investment location.

Some increase has also been noted in Ecuadoran exports to other LAFTA members, such as bananas, cacao, and straw hats. On the import side a significant increase in imports from Brazil seems likely. The impact of the economic development plans and the impetus of LAFTA may be factors in a recovery of Ecuador's economy comparable to that of the 1950's.

Western businessmen talk plainly to Federal officials at conference on techniques used in exports drive

Trade Centers lauded, but 'red tape' is said to dampen ardor of potential participants in U.S.-sponsored overseas events

By JAMES F. LAVERTY
Staff Writer

High praise for the U.S. Trade Center program overseas—coupled with criticism of "red tape"—was voiced by members of the Western International Trade Group (WITG) meeting May 9-10 in Los Angeles.

In a "shirt-sleeve" session with officials of the Bureau of International Commerce and the Business and Defense Services Administration, WITG members tempered their applause for Trade Center accomplishments with a warning that excessive paperwork could discourage the participation of firms for which the program was designed.

Mutual aid

Joel Bonsall, president of the "E" Award-winning Peerless Pump Division of the Ford Machinery & Chemical Co., urged members to help inexperienced international traders to prepare export documents with the cooperation of Regional Export Expansion Councils (REEC). Mr. Bonsall, a veteran WITG member of 15 years' standing, said: ". . . While Government assistance is necessary, we with the experience can as businessman to businessman overcome much of the reluctance to entering the profitable but unknown world market which exists in our communities."

The group was critical of publicity without action in the Export Expansion Program and also criticized the Tariff Commission, saying it has failed to give western firms sufficient advance warning of classification changes.

The WITG was organized in 1946 to provide a forum for the western U.S. business community and top Commerce Department officials on a broad variety of problems and major Federal developments affecting trade, investment, and travel.

In one of the liveliest exchanges in its 17-year history, running the gamut of topics from balance of payments to increasing protectionism in Australia, the Group was decidedly "for" rather than "against" present policies and programs affecting export expansion.

Eugene M. Braderman, director of the Bureau of International Commerce and chairman of the meeting, urged businessmen to submit to the newly established office of the Special Representative for Trade Negotiations their requests for inclusion of specific commodities in future negotiations. Christian A. Herter, former Secretary of State, was recently appointed by the President as his Special Representative to advise and assist in carrying out the Trade Agreements program.

Fairs

Commercial International Trade Fairs —initiated this year by the Department of Commerce—were of special interest to the Group. These fairs have been staged in Utrecht, Belgium, and Lyon, France. Craig Colgate, Jr., director of the Office of International Trade Promotion, BIC, stated that a third fair is scheduled for Barcelona, Spain, in June. Market studies made available to Trade Fair participants were particularly useful, according to Robert E. Mitchell, export sales manager for Electro Instruments of San Diego.

Responding to questions on the series of meetings with industry which are being conducted by the Business and Defense Services Administration (BDSA), E. G. Smith, director of BDSA's Export Promotion Staff, assured the Group that the Commerce Department is prepared to hold these meetings anywhere to accommodate firms which cannot send representatives to Washington.

'E' awards go to 9 firms exporting engineering services, plastic toys, pumps, lumber and other products

Trade fair participation, training of overseas distributors, printing sales and instruction materials in foreign languages, other techniques have helped to spark sales for new winners

A new round of "E" award ceremonies, held in Houston, Memphis and Los Angeles on May 9th, brought recognition to 9 additional U.S. manufacturers for their significant export push. One firm exports 40% of its total sales volume while another company has shipped products to 62 countries in the past 3 years.

Director of the Commerce Department's Bureau of International Commerce, Eugene M. Braderman, presented President Kennedy's "E" awards to 7 California firms at the semi-annual meeting of the Western International Trade Group in Los Angeles. The May 9 meeting was sponsored by the Foreign Trade Association of Southern California and the World Trade Committee for the Los Angeles Chamber of Commerce.

As a guest speaker at the meeting, Mr. Braderman told the California traders that "the Far East—a vast vital market for many of you—should be a better market this year than it was last year."

The 7 California "E"-award firms included: James S. Baker Company of San Francisco; L. M. Cox Manufacturing Company, Inc., Santa Ana; Clapp's Equipment Division of Mentone; Kaiser Engineers International of Oakland; Peerless Pump Hydrodynamic Division, Los Angeles; Revell, Inc., of Venice and Shur-Lok Corporation, Anaheim.

In Houston, Sun-X International, Inc. of that city received an "E" award and citation from Congressman Bob Casey of Texas. The ceremony was held during the second Annual Export Expansion Seminar and World Trade Day.

A third "E" ceremony, held in Memphis, Tenn., saw Commerce Field Office Manager John M. Fowler present an award to the Carey-Hirsch Lumber Company of Memphis.

TEACHING IN THAILAND: Buddhist priest at a Chiengmai school uses California-made Revell plane model kits to teach the fundamentals of aircraft design. Kits were donated by the "E"-winning model kit firm as part of its program of helping developing nations to understand U.S. industry.

Business boosted

The 9 new "E-for-export" winners have employed diverse techniques to boost export sales:

● James S. Baker has furnished engineering services, machinery, construction materials and supplies in 40 countries in a recent 2-year period. Sales are often made in the face of heavy overseas competition and new markets for U.S. products are developed.

● Carey-Hirsch Lumber, prompted by the demand from the German market for unedged pine flitches cut from butt logs after World War II, initiated the manufacture and export of this type of lumber for the first time.

All lumber for overseas shipments is customarily cut to cubic meter lengths and most foreign correspondence is carried on in the language of the country. Export sales are handled through agents. Ads are regularly placed in a European trade paper.

● Clapp's Equipment Division makes equipment for retreading and repairing pneumatic tires for all types of vehicles, including airplanes.

Begun about 10 years ago in a 12' by 20' room as the 1-man hobby of the owner, the firm expanded and export markets were developed, largely through export dealers and some of the major rubber companies. Today, its products are in use in 40 countries. Trade fair participation has included shows in Afghanistan, Finland, Poland and Yugoslavia.

● L. M. Cox is a large manufacturer of fully-assembled plastic model airplanes, cars and boats as well as engines. Early in 1960 the firm hired an export manager and entered the export field on a full-time basis.

Sales have now reached 15% of its total volume. Overseas advertising is employed and instruction sheets are printed in 7 languages. Exhibits have been held at the Nürnberg Toy Fairs and, through its representatives, at trade shows in England, France, Italy and the Netherlands. Direct export sales are now made to 47 countries on 5 continents, in 21 of them the company has representatives.

● Kaiser Engineers, a division of Henry J. Kaiser, provides engineering and construction services for large public works programs or new industrial plants overseas.

Engineers' specifications are based on U.S. standards and much of the equipment Kaiser purchases has been of U.S. origin. The U. S. equipment overseas has stimulated interest in similar equipment and a continuing demand for spare and replacement parts is also created.

In approaching new markets, Kaiser often initiates a joint venture with local contractors and others to submit a competitive bid for work in areas previously closed to U.S. competition.

● Peerless Pump manufactures pumps for irrigation, municipal and industrial water supplies and process pumps for chemicals and oil. Exports are made to 46 countries where exclusive distributors have been established. A very thorough training program is provided for each distributor. The firm participates in international trade fairs and now has 5 manufacturing subsidiaries abroad.

● Revell, Inc. makes plastic hobby kits and toys and began an aggressive and carefully planned campaign to export its products in 1953. By 1961 export sales represented 12.4% of the firm's total business. Products have been introduced into 60 countries. In each market, exclusive distributors maintain toy inventories in order to service retail accounts. A subsidiary company operates in London and the firm has a warehousing and distributing firm in Germany.

Usually, packages, instruction sheets, catalogs and other promotional advertising materials are produced in the language of the area.

● Shur-Lok Corporation produces precision fasteners for the aerospace industry. Export sales which were only 0.24% of company volume in 1959 increased to over 11% in 1961. To meet European competition, the firm employs direct exports from the U.S. distributors or licensing arrangements. Efforts now are being made to sell products in Australia, South Africa and Latin America.

● Sun-X International manufactures a plastic glass-tinting liquid for application to existing glass to reduce heat, glare and fade. The firm has over 100 well-trained sales agencies in 90 countries and has shipped its products to 62 countries in the past 3 years. Its pioneering efforts have seen export sales go from 11% of its total volume in 1959 to a high of 40% in 1961.

The company uses many services of the Houston Field Office. All promotional pieces, literature and calling cards are worded and printed in area languages for overseas use in its own printing shop.

International Chemical Fair to be held in Yugoslavia

The fourth International Chemical Fair will be held in Belgrade Sept. 27–Oct. 6.

The fair will feature displays of equipment, machinery, instruments, and all other products manufactured by the chemical and associated industries.

The 34th International Congress of Chemical Industries will be held in Belgrade just before the fair. Some 15,000 experts from 85 countries have been invited to the Sept. 23–27 Congress.

Air-Conditioning industry plans to attract overseas buyers to Chicago show in January

1962 show drew chartered plane-loads of buyers to see latest U.S. air-conditioning & heating equipment

Recognizing the growing world-wide interest in air-conditioning and refrigeration, the industry is seeking to attract foreign visitors to its "13th National Exposition of the Air-Conditioning, Heating and Refrigeration Industry," to be held January 20-23, 1964, in Chicago.

Most of the exhibitors at this national show are in the export field, and are planning to increase their foreign outlets. As a result, the management of the show, which is sponsored by the Air-Conditioning and Refrigeration Institute, is making strong promotional efforts to attract visitors from other countries.

Overseas visitors

Predecessors of this biennial show have drawn visitors from every continent, and when the 12th Exposition was staged in February 1962, at Los Angeles, two chartered plane-loads of Japanese buyers (72 in all) came from Tokyo to visit the exhibits, along with similarly interested visitors from European countries, South America, Africa, and Australia.

Inquiries have been received from Japan, Italy, Germany, Portugal and other countries expressing an interest in the 1964 Exposition. American Consular officers overseas are being provided with information on the show itself, the exhibitors and the types of heating and cooling equipment to be on display, and it is expected that their efforts will result in a larger-than-ever representation from abroad.

Foreign advertising

Other promotional efforts to attract buyers from outside the U.S. include publicity releases and advertising space in international publications devoted to fairs, expositions and displays, and word-of-mouth advertising by representatives abroad of U.S. exporters.

Attendance at the show is expected to surpass the 15,000-plus who visited the last show held in Chicago, in 1957, and some 300 exhibitors are expected to use more than 100,000 square feet of booth space to show all that is new in the field of air-conditioning, heating, and refrigeration equipment and allied products, parts, components, and materials.

INEL 63 event in Switzerland set in September

Low, high voltage electronic components to be displayed

U.S. firms have been invited to participate, either directly or through local representatives, in the INEL 63 industrial electronics exhibition in Basel, Switzerland, late this summer.

The Swiss Industries Fair will organize the event, to be held in its halls Sept. 2-7.

The U.S. Consulate General in Basel believes that U.S. electronic components and related devices for industrial application "could be effectively promoted"—particularly specialty items and components not yet widely known in Europe.

It will be "necessary to exhibit first-class products," the Consulate General reports, "owing to the sophistication of anticipated consumers and visitors, and in view of the fact that the major Western European engineering establishments will be exhibiting highly advanced components."

The INEL 63 is sponsored by the Swiss Federation of Automatic Control and will be held in conjunction with the 2nd International IFAC Congress on Automatic Control.

SYDNEY FAIR SOLD OUT

All exhibition space in the U. S. Pavilion at the Sydney Industrial Fair, Sydney, Australia, has been taken. The Department's Bureau of International Commerce notified Field office managers last week that the July 26th to August 10th U.S. exhibition was sold out.

All-U.S. Trade fair opened in Cambodia; Ambassador reports early exhibit sales

Theme 'Production for Progress' strikes warm response on part of Cambodian officials; business community shows interest

The opening day cable from the all-U.S. Trade Fair, the U.S. Agro-Industrial Exhibition at Phnom Penh, Cambodia on May 13th reported the Den-Nap tire recapping plant sold, and the Meadow Mills portable saw mill and Singer Sewing Machine exhibits spoken for.

U.S. Ambassador Philip D. Sprouse predicted the exhibition would prove to be a success in all respects and said an active interest had been evidenced in the other equipment displayed. Prime Minister Kantol headed a delegation of officials from the Royal Cambodian Government and cut the ribbon at the official opening day ceremony.

The theme of the fair is "Production for Progress" and is part of a worldwide U.S. program designed to portray the U.S. way of life and to illustrate the benefits of the private enterprise system. Actually, it is the second official U.S. exhibition sponsored in Cambodia, the first having been held there in 1955.

Prime Minister Kantol told the members of the National Assembly, Cambodian businessmen, local press representatives, and members of the diplomatic corps that included Soviet bloc countries, that the exhibition was evidence of the close Cambodian-U.S. ties. He expressed his appreciation that American businessmen were exhibiting equipment designed to help Cambodia meet her immediate needs and not designed to overwhelm visitors with examples of U.S. technological progress.

Ambassador Sprouse gave a 15-minute talk in French, welcoming the people to the Fair and discussing the meaning of the theme and the relationship of the exhibits with Cambodian progress.

Exhibits are being displayed until the end of this month by 44 U.S. manufacturers. Wood harvesting and preserving machinery, modern methods of rice milling and shelling, machine maintenance and repair equipment, wood working and metal working machines are included in the exhibits. Also being shown are U.S. manufactured equipment for making doughnuts, peanut roasting and shelling, and other machines that can be used to convert Cambodian raw materials into useful products.

Ambassador Sprouse reported that a number of officials of the Royal Cambodian Government who were accompanying Prince Sihanouk on a visit to the province of Battambang started driving at 1 AM the morning preceding the Fair opening in order to reach the fair site in time for the ribbon cutting. After viewing the exhibits they returned to Battambang and rejoined the Prince's entourage.

2 Trade Centers schedule displays of sporting goods

London show set in September; Frankfurt event to follow

The U.S. Trade Centers in London and Frankfurt will introduce "made in U.S.A." sporting goods to British, German and other Common Market buyers during September and October.

Sporting goods to be displayed in the two shows represent items usually seen in sporting goods sections of large U.S. department stores. The shows will be open to purchasing agents, wholesalers, retailers or other trade buyers and will be supported by an extensive advertising and promotion campaign.

The London show, to be held Sept. 24-Oct. 4, will include a comprehensive display of articles but will feature fishing tackle and related gear; archery; water sports equipment; golf clubs and accessories; camping equipment; and guns and rifles.

The Frankfurt show, to be held Oct. 16-Nov. 1, will include the same displays with the exception of golf clubs and accessories for which skis and skiing accessories will be substituted.

Competition varies

The competitive situation for sporting goods in these markets varies according to types of equipment. Market studies and surveys show that U.S. made equipment is generally competitive with British and European products. Furthermore, the general market expansion presents U.S. manufacturers an opportunity to establish themselves solidly and to compete successfully in the U.K. and in the Common Market countries.

Leading sporting goods trade associations have expressed enthusiastic interest in both the shows. Initial reaction from manufacturers indicates that a considerable number of firms plan to enter the exhibits.

Interested manufacturers are urged to contact any Department of Commerce Field Office or the Bureau of International Commerce, Exhibits Participation Division, Department of Commerce, Washington 25, D.C.

U.S. fishing tackle makers flocking to Poznan Fair

Fishing tackle manufacturers, whose interest in exports was spurred by a Business and Defense Services Administration (BDSA) foreign trade seminar held for them last September, plan to make a new bid for foreign business.

Twenty-eight firms have signed up to exhibit tackle at the Poznan, Poland, International Trade Fair, June 9 to 23. Fishing tackle is an area where imports compete heavily, both on a price and product basis.

Fishing tackle manufacturing is primarily a small business, but the industry reports growing interest in export, much of it traced to the seminar conducted for the American Fishing Tackle Manufacturers Association.

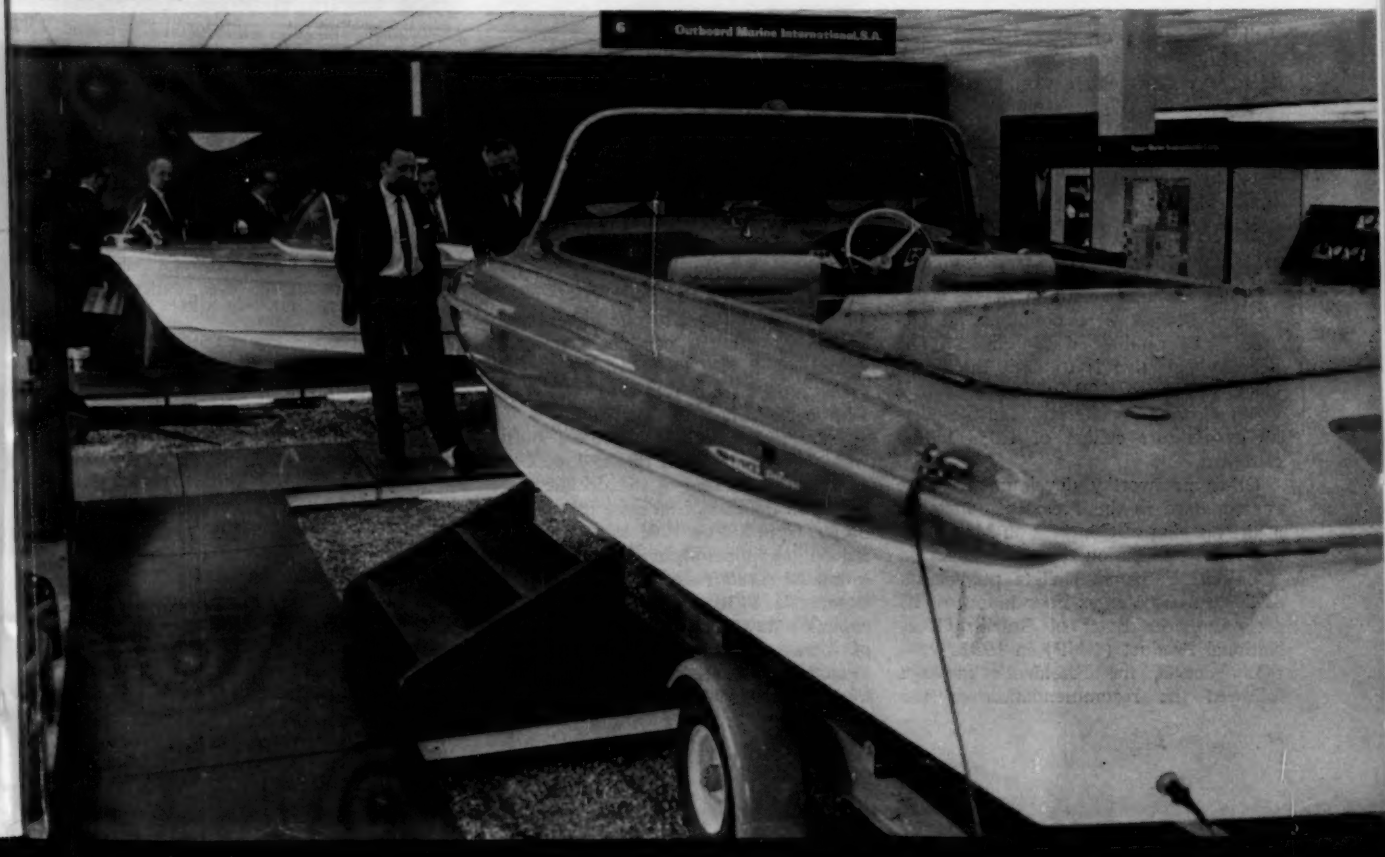
The seminar drew representatives of 19 producers and the Manufacturers' Association, and was one of a series BDSA has been holding to review the export problems of individual industries.

ITALIAN RADIO-TV

Radio and TV licenses rose at a record rate in Italy during 1962, according to R.A.I., the State-controlled nationwide system. At the end of 1962 licenses for radio receiving sets were 9,036,836, while TV licenses were 3,457,262. R.A.I. reported gross revenue at 67 billion Lire ($107 million) up 14.97% from the preceding year.

Frankfurt scene of U.S. boat show at Trade Center

The U.S. Trade Center at Frankfurt displayed the products of 32 U.S. manufacturers of boats and marine equipment for sporting purposes at a boating show which closed on May 10th. With some 500 trade visitors reported, indications were that many of the exhibitors would complete arrangements for agencies and distributors in Germany.



Brazil pledges fiscal reform; growth rate dropped in 1962; record wholesale, retail sales

Cost of living jumped 16% in 1st quarter; trade deficit up; nation seeks new standby agreement with Monetary Fund

The U.S. commitment of balance of payments assistance to Brazil approximating $400 million highlighted Brazilian economic activity in March.

An interesting feature of the aid package negotiated in Washington in March was an exchange of letters between the U.S. AID agency and the Brazilian Finance Minister, through which the latter spelled out 11 measures which the Brazilian Government would undertake in executing its stabilization and development program.

Most significant among these were: a program to eliminate the railroad and merchant marine deficits; tax reform including improvement of the collection system; an export promotion program; full liquidation of commercial arrears by May 1964; and adoption of an exchange policy which would take into account internal price trends.

The Finance Minister also stated that Brazil would seek to negotiate a new stand-by arrangement with the International Monetary Fund and to obtain new credits from Europe and Japan.

Budget decree

Rules for the execution of the 1963 Federal Budget were contained in Decree 51,814 published March 13. The decree's objective is to limit the budgetary deficit to 300 billion cruzeiros, while allowing for alterations in the overall expenditure ceiling of 1,038 billion cruzeiros.

Other noteworthy developments were encompassed in the President's message at the opening of Congress on March 15, and the publication by the respected "Conjuntura Economica" (a publication of the Getulio Vargas Foundation) of its preliminary estimates of Brazil's Gross National Product (GNP) in 1962.

In general, the President's message followed the recommendation of the Three-Year Plan. He promised greater emphasis on agriculture, for which foreign assistance would continue to be needed. He also reaffirmed the Government's policy of nationalizing public service enterprises, notably electric power and telecommunications.

> Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.
>
> Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.
>
> Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

The "Conjuntura Economica" preliminary estimate of the 1962 GNP figures showed a gross growth rate in real terms of 3.5%, with the per capita rate estimated at slightly less than 0.5%. The gross growth rate for 1961 was 7.7% with per capita growth at about 4.5%. A substantial decline in coffee output was blamed for much of the loss. Other factors contributing to the decline were: a drop in the rate of increase in industrial output from 8% in 1961 to 6% in 1962; a drop in export industries reflected in an estimated $180 million decline in total exports; a $130 million decline in net capital inflow; and a drop in the rate of increase in total agricultural output (including coffee) from 8.4% in 1961 to 1.3% in 1962.

Based upon sales tax receipts in Rio de Janeiro and Sao Paulo, wholesale and retail sales established a new high in March, slightly exceeding the record month of December 1962. However, towards the end of the month there was a lessening demand in some lines. This brought on a resulting cutback in production, particularly in truck manufacturing, reflecting the tightening credit situation and the general effect of the Government's selective credit and price restraining policies.

Another important development was release on April 1 of a report on the pharmaceutical industry. A presidential study group recommended assistance for expansion of Brazilian-controlled pharmaceutical firms in order to lessen dependence on foreign-controlled laboratories manufacturing in Brazil.

Trade deficit grows

Official foreign trade figures reflect a deficit of $261 million for 1962. Total imports were valued at $1.475 billion and exports at $1.214 billion, compared with 1961 levels of $1.460 billion in imports and $1.403 for exports. This trend continued into the early months of 1963.

The low level of exports continued to cause concern in private and official circles, and an inter-ministerial group was set up in March to explore ways to increase Brazilian trade.

The Federal Government has ordered all federal agencies to observe the provisions of Decree 50,268 of February 8, 1961, which requires that all federal funds be deposited exclusively with the Bank of Brazil and the Federal Savings Banks. The ostensible purpose of this measure is to provide the Government with greater control over expenditures by these agencies.

In spite of the stabilization measures taken in March, acute inflationary conditions continued in all parts of Brazil.

The cost-of-living index in Guanabara State (Rio de Janeiro) increased 9.7% in March over February, establishing a new record for monthly cost-of-living increases. The total cost-of-living increase for first quarter 1963 reached 16% compared with 8% for the same period last year.

Labor disorders sparked by wage demands harassed business in Recife, Belem, and Guanabara State.

The Merchant Marine Commission has granted foreign ships permission to par-

ticipate in coastwise trade until the end of 1963, because Brazilian shipping facilities are inadequate, but most of this business will probably go to tramp ships because of the high operating costs of regularly scheduled services.

The port of Manaus, whose 68-year concession would have expired in 1970, has been intervened by the Federal Government because the company had become insolvent. In about 3 months Lloyd Brasileiro will cease coastal freight services to Manaus, Belem, Sao Luis and Fortaleza, and the 5 vessels currently serving these ports will be sold to the Companhia Nacional de Navegacao Costeira. This latter company and the Servicos de Navegacao Amazonica e Administracao do Porto do Para (SNAAPP), will become the principal coast freight operators in the north of the country.

All non-resident aliens must now purchase tickets for international air or sea travel directly from the Bank of Brazil at the official rate of exchange. This new procedure is the result of an agreement between the international airlines operating in and through Brazil, who had been losing business when travel agents sold tickets at discount rates.

Tungsten mines failing

Depressed world prices for tungsten ore have gradually closed many tungsten mines in Brazil and now it appears likely that the last 2 operating tungsten properties in the country will have to shut down. This would mean that Brazil, for the first time in many years, would not be a tungsten-producing country.

Major agricultural developments included the establishment of new milk prices; further difficulties with Guanabara sugar supplies; a change in cocoa export regulations; a new agrarian reform proposal; a continued high level of coffee exports; and the purchase of 170,000 tons of wheat. Data now available list 1962 cotton exports of nearly $114 million as second only to coffee as a foreign exchange earner.

TECHNICAL ACCORD

The Chunghsin Electric and Machinery Manufacturing Corporation of Taiwan and the International General Electric Company and Whirlpool International of the U.S. have concluded a technical cooperation accord.

Record Rhodesian exports in 1962; all areas welcome private investors

Coming political readjustment is major economic question mark; copper sales pace sharp increase in Rhodesian exports to U.S.

The Federation of Rhodesia and Nyasaland's exjort figure reached a record high of $607 million during 1962, compared with $579.6 million in 1961. This gave the country a favorable balance of trade of $207.2 million ($36.4 million higher than 1961).

Copper contributed very substantially in spite of a voluntary producers' limitation on copper output in order to support the world price. Tobacco was also a heavy contributer, although the tobacco export figure was slightly below that of 1961

Trade with U.S.

Although imports from the U.S. showed very little change ($22.1 million in 1962, against $22.4 million in 1961), the most significant change in the Federation's foreign trade picture was the increase in exports to the U.S. ($19.6 million in 1962 against $8.4 million in 1961). The rise was due almost entirely to increased shipments of copper during the latter part of the year.

Major imports from the U.S. included machinery and transportation equipment, chemicals and insecticides, construction machinery, aircraft parts, paper and miscellaneous manufactured goods.

Although the Federation's balance at the close of 1962 was highly favorable, the short term prospects for the country's economy are overshadowed by political considerations. The major question is the future of economic relations among Northern Rhodesia, Southern Rhodesia, and Nyasaland, now that some political readjustment in the structure of the Federation is inevitable.

The continuing lack of capital inflow, the inactivity on the part of domestic investors, and the steady net emigration, are indications of the prevalent uneasiness as to the area's economic future.

However, the Governments of the 3 territories have made public statements welcoming private investment. Winston Field, the new Prime Minister of Southern Rhodesia, has emphasized development of primary production, with economic development to follow from the resultant stimulation of demand. However, at the same time, he has been sympathetic to investment in secondary production.

Copies of a detailed economic assessment of the Federation's economy submitted by the U.S. Consulate General at Salisbury are available on a loan basis from the Africa Division, Bureau of International Commerce.

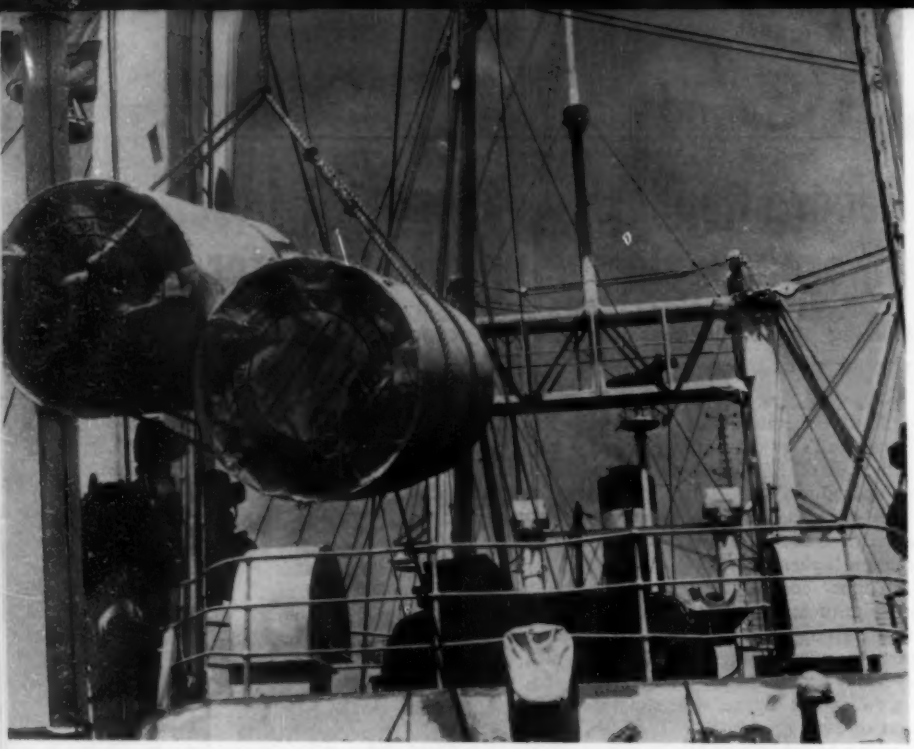
Canal improvement sparks business in Dutch province

Improvement of the canal running between Ghent, Belgium, and the Dutch port of Terneuzen on the Western Scheldt River—an important gateway to the North Sea—is providing a pronouced stimulus to industrial activity in the Netherlands Zeeland Province. When completed, this commercial route leading to the heart of Western Europe will accommodate all but the very largest ocean-going vessels.

Almost half the 34-mile waterway passes through the Netherlands. Considerable interest has been showing in developing industrial facilities along its banks and at its terminus at Terneuzen. The Zeeland towns of Azel, Sas van Gent, and Westdorpe have announced construction plans for a large dock area along the canal and a .3,000-acre industrial site, complete with rail facilities. Production facilities already constructed or in the planning stage include those initiated by Dow Chemical, Philips, Compagnie Neerlandaise de l'Azote, St. Gobain of France, and Montecatini of Italy.

TURKEY-CYPRUS LINK

Direct air service between Nicosia, the capital of Cyprus, and Antalya, the principal resort town on the Turkish Riviera, has been established by Türk Hava Yollari (Turkish Airlines). The flight leaves for Turkey Friday afternoons and returns to Cyprus Monday mornings.



ALL ABOARD: Chilean newsprint swings aboard a freighter bound for foreign ports. Strict import controls and currency devaluation gave Chile a favorable foreign trade balance in 1962. (World Bank Photo).

Skyrocketing cost of living threatens Chilean recovery; business relatively good

Foreign aid funds help maintain brisk economic activity; entire internal tax administration being reorganized; trade balance favorable; U.S. share of imports decreases

Chile's economy faced many cross currents during the first quarter of 1963.

While production, construction, mining, agriculture, employment and sales maintained relatively high summer seasonal levels, many business plans and operations faced serious problems stemming from rising costs of wages and materials, coupled with tightening price control and credit restrictions.

The official cost-of-living index rose 12.5% during this first quarter.

Many sectors of the economy were also concerned over the adverse effects of long overdue debts to foreign suppliers and creditors stemming from insufficient foreign exchange at authorized banking rates, coupled with apprehension over record high exchange rates in the brokers' market. Governmental efforts and external aid against creeping inflation and foreign exchange deficits had not yet had sufficient time and impact to bring the relative stabilization conducive to widespread business confidence.

Business confidence was also severely tested by the mounting political propaganda generated by the country-wide April 7th municipal elections. The relatively weak showing of the extreme left forces—and its potential significance for the 1964 presidential elections—was welcomed by the business community. Although the rightist parties showed some relative percentage declines, most members of the business community were not displeased to see the center receiving the biggest political support.

Major economic developments during the first quarter of 1963 were related, in one way or another, to the country's efforts to overcome the critical foreign exchange shortage and the related monetary devaluation. External aid money, IMF support and monetary restrictions; country-wide increases in wages, salaries, public transportation and utility rates; widespread cost and price increases and governmental price controls; and public concern over rising costs of gold and foreign exchange on the brokers' market generated widespread business interest.

High seasonal levels

Although official indices are lacking for the first quarter, most businessmen feel that sales, production and, especially construction activity—both public and private—achieved relatively high seasonal levels for the summer months. Relatively high employment and purchasing power have also been assured by the absence of extensive labor strikes and the cumulative impact of 2 wage and salary adjustments—one to offset the October devaluation and the second to compensate for the 1962 rise in the cost-of-living.

With rigid price controls on all essential items, this additional purchasing power has assured comparatively high sales activity for many lines, both retail and wholesale.

The Government decreed tighter price control measures as part of its efforts to prevent inflation and achieve a new level of stabilization. Except for some agricultural and seafood products, prices for most articles have been frozen at February 28 levels. Furthermore, practically all price changes now require prior review and approval by the Ministry of Economy.

The cumulative impact of external aid funds is contributing significantly to maintaining a high level of economic activity. The local currency generated by such aid is supporting a large proportion of the Government's capital budget and the dollar aid is gradually liquidating the large backlog of overdue foreign commercial debts which has been threatening Chile's foreign private sources of credit and supply. Thus, U.S. suppliers will be the direct beneficiaries of such dollar aid.

A new land tax law and a law reorganizing the internal tax administration, both passed in the last quarter of 1962, are being implemented. The latter, involving not only a reorganization of the structure of the Revenue Service but also a complete revamping of procedures and ex-

tensive personnel training, is expected to be placed officially in effect in June.

A program for the reorganization of customs operations has also been agreed upon with AID. The reform of the income and inheritance tax has been approved by the Chamber of Deputies. The summer recess delayed Senate action, but hearings on the bill by the Senate's Finance and Economy Committees began in March and the Senate has been directed to give the bill priority treatment.

The exchange market was the principal focus of financial attention as the bankers' rate, which had opened the year at 1.65 escudos to the dollar (check buying), stood at 1.80 on January 21 and closed the quarter at slightly over 1.81.

On the brokers' market the escudo weakened steadily from 2.46 on January 3, to 3.00 on February 13. It then recovered slightly and fluctuated between 2.80 and 2.90 until March 15 when a new weakening trend set in. After wide fluctuations the rate hit a record high of 3.43 on April 4. In the week following the April 7 municipal elections it was steady at around 3.32.

Controls paying off

Calendar year 1962 statistics indicate that the strict import regime adopted by the Government in late 1961, supplemented by the October 1962 devaluation, has had the desired effect of reducing imports while increasing exports. Chile showed a favorable trade balance of $14.2 million in 1962.

Imports from the U.S. continued to decline during 1962. At year's end they totaled $199.9 million (38.6% of the total compared with 51.4% in 1958, 53% in 1959, 47.4% in 1960 and 40% in 1961).

This decline can be attributed to the fact that more countries are now competing with the U.S. and are providing stiffer price competition to U.S. suppliers (for example, medium and light-duty farm tractors from Europe are selling locally for 25% lower than the U.S. product), and also providing longer credit terms, including, at times, lower interest rates and less delay in assuring credit availability.

Chile has granted 828 concessions to the other members of LAFTA and has received some 1,600. These concessions will assume greater importance as industrialization of LAFTA members increases. It is only reasonable to expect imports from LAFTA countries to continue to replace certain Chilean imports which have always come from the U.S.

At the same time, a higher standard of living in Chile may provide many new markets for U.S. goods, but this is a longer term expectation.

To further promote Chilean exports, the Government has decided to co-sponsor with private enterprise a Chilean exhibit at both the New York World's Fair and the Fifth Annual Chicago International Trade Fair. While final plans for these exhibits have not been made, it is known that they will be seeking new markets for such Chilean products as wines, liqueurs, shoes, canned fruits and vegetables. Some Chilean Italian-styled ladies shoes are now being exported regularly to a New York store specializing in Chilean and Italian shoes.

Be specific

Exporters shipping under Project Licenses are in many instances showing only broad category commodity descriptions on Shipper's Export Declarations. Whereas these broad descriptions are properly used on applications for Project Licenses, *specific* descriptions are required on Declarations. Otherwise the Office of Export Control, Collectors of Customs, and the Bureau of the Census are hampered in their examination of completed Declarations.

Failure to comply with the comprehensive export schedule's regulations can result in delaying clearance of shipments under a Project License.

Mines stable

The first quarter of 1963 was relatively quiet for Chile's mining industry, with production proceeding at high, though not record levels. Moreover, the currency devaluation of October resulted in a much improved outlook for several mining operations that had become marginal due to local inflation in the cost of production.

On the financial side, the major concern is the general weakening of the iron ore market, especially in Japan, but it is hoped that the situation will improve with increasing U.S. steel production.

Copper markets remained firm during the quarter and Chilean shipments in January and February totalled nearly 100,000 metric tons, of which 46,000 tons was Chilean refined. This refined copper went primarily to the European market while some 30,000 tons of blister copper went to the U.S. for refining and, in most cases, re-export.

The harvest of most major crops was completed with generally good results. Wheat and oilseed production was up substantially and most other crops gave satisfactory returns, but milk production began to decline near the end of the quarter as central zone pastures suffered from a shortage of irrigation water.

The Government's freezing of a number of food prices in February was accepted calmly by the producers of most of the items affected. There was a spirit of general optimism in the agricultural sector which, combined with adequate rains during the approaching winter, could result in heavy plantings for the next crop.

Shift to fish

Interest of Government and private capital appears to be shifting from fishmeal to the processing of frozen, canned, salted and smoked fish for human consumption. A wholesale terminal will be established within the year to facilitate the marketing of fresh fish and fish products brought to Santiago. The possibility of shipping fish fillet by refrigerated cars from Puerto Montt is under study. Distant small fishing villages are being encouraged to increase the output of smoked fish, as the national demand exceeds the present supply. Several established fishing companies are investigating the feasibility of adding facilities to process tuna and bonita in lieu of further expansion of the fishmeal plants.

4-week vacation spreading rapidly throughout France

The trend toward increasing paid vacations to 4 weeks from the 3 weeks now required by law is spreading rapidly throughout France. Indications are that the 4th week will be adopted by all major industries within a year.

The first French firm to sign a collective agreement was the nationalized automobile manufacturer, Renault, which took this step on December 29, 1962. Although French unions had considered the 4th week as one of their secondary demands and were not pushing hard for it, Renault's action triggered a movement which has brought this benefit to an estimated 2 million workers during the first quarter of 1963.

All of the major automobile manufacturers in France have conceded the 4th week, as have the metal processing, chemical, and textile industries. It is estimated that out of France's industrial labor force of 13 million, approximately 5 million employees and workers now have at least 4 weeks paid vacation.

Good crops bring Guatemala's reserves to record levels; new regime backs Alliance

U.S. remains nation's chief customer and supplier; State pledges to eliminate causes of businessmen's complaints; Central American fiscal and development accord ratified

The new Government of Guatemala, which took over March 31, headed by Col. Enrique Peralta Azurdia, has announced an anti-Communist position and a program based on the Alliance for Progress. This change was generally supported by the business community who had come to believe that the Ydigoras Government was not interested in the country's economic advancement.

The largest seasonal increase since World War II raised international reserves of the Bank of Guatemala to $70.1 million on March 31, 1963, compared with $35.8 million at the beginning of the year. Despite the fact that the figures are inflated by borrowing operations, reserves reached nearly historic records. The improvement was mainly due to heavy shipments of cotton and the usual peak of the coffee export season.

Import allocation

The Bank of Guatemala increased its allocation of official exchange for non-essential imports from 50 to 60% of the previous year's imports; such exchange was sold at a 2% premium over parity. The free market rate was stable at a premium of 4%. At the end of the first quarter, the Bank reportedly was considering freeing all current transactions and reducing the exchange control system to a scrutiny of capital transactions.

The Government's fiscal position improved during the quarter, although a deficit for the fiscal year was still expected. Revenues continued below expectations, but the Government was making efforts to reduce expenditures. Government salaries were paid up to date, and the expansion of the floating debt was stopped. A large part of the improvement in the fiscal situation was the result of some $7 million of Treasury borrowing from private banks in the U.S.

Guatemala's trade pattern continued to show the U.S. as both chief supplier and customer in 1962, when it took 51.2% of Guatemala's exports and provided 49.2% of its imports. The U.S. share of Guatemalan imports increased by 2% in 1962, while the share of the other 4 major suppliers remained unchanged.

Trade figures

Preliminary 1962 statistics indicate that exports declined from $110.2 million (1960) and $117.1 million (1961) to $109.3 million in 1962. The 1962 export figure reflected the late coffee crop and would have been approximately $5 million higher had the crop not been delayed. Cotton export values increased by one-third in 1962, to 13.7% of total exports and Guatemalan sugar exports tripled to about $3 million. Coffee exports representing about 60% of the total showed little change from 1961. Other exports of increasing importance were frozen meat and shrimp.

Exports apparently increased during the first quarter of 1963 compared with the previous quarter.

Guatemalan businessmen complained about business conditions, which were slow during the first quarter of 1963, except for an upsurge in automobile sales in January-February. Political insecurity was generally blamed for the pessimistic attitude. The Peralta Government, however, promised to eliminate causes of complaint and strive for the country's development in accordance with Alliance aims. Additionally, the strengthening of Guatemala's reserve position should increase the confidence of domestic and foreign interests in the country's economy.

The Second Guatemalan International Industrial Exposition, held in Guatemala City from March 2-10, was attended by 420,000 persons. Eight nations participated, including the U.S. and West Germany. The latter participated on a large scale, indicating its interest in expanding its share of the local market.

Investment continued to lag during the first quarter, with only 5 investments awarded "new" or "existing" industry status under the Industrial Development Law. These included a cotton processing plant, $200,000; a cotton seed treatment plant, $40,000; a clothing factory, $33,000; a corn flour producer, $200,000; and a plastic foam factory, $30,000.

In March the Guatemalan Congress ratified the Central American Agreement on Fiscal Incentive for Industrial Development which will, when ratified by all Central American governments, replace the various national laws and establish a common set of regulations governing incentives for new industrial development.

Guatemala's largest food processing firm planned an investment of $700,000 to broaden its line of food items, and another food processing firm requested "new industry" status and plans to invest $600,000 in machinery and raw material in the next 5 years. An existing textile manufacturer has also requested "new industry" status and plans to invest $1.3 million in machinery and materials over the next 2 years. A nylon stocking factory was inaugurated—an investment of over $200,000. A shoe factory obtained a $108,900-loan to expand its production for the C.A. market.

Refinery opens

The first petroleum refinery in Guatemala, owned jointly by Standard Oil Company of California and the Canadian Shell Oil Company, began production. It was expected that the last remaining legal obstacles to marketing its products would soon be removed.

Private housing construction continued to decline, falling from $12 million in 1960 to $9.7 million in 1962, according to figures published by the Municipality of Guatemala.

Nickel mining operations, with a reported initial investment of $10 million, were under negotiation with the Ministry of Economy, and some development work was carried out on magnesite deposits in Eastern Guatemala.

The Bank of Guatemala inaugurated an Agricultural-Industrial Development Department to increase economic development. In conjunction with the National Economic Planning Council, the Bank is working on a unified development plan for the country, and has contracted with a local consulting firm for the necessary agricultural survey.

The Guatemalan Government deposited its $1.5 million contribution to the water supply and sewage system projects financed by the Social Progress Trust Fund of the Inter-American Development Bank (IDB).

Market survey in Germany uncovers opportunity for U.S. photo sales

Outlook for German industry not considered promising; production dip in 1962 attributed to price increase; imports make gains

Although the United States continued to be West Germany's leading export market for photographic apparatus and equipment in 1962, there now are good sales prospects in that country for certain types of U.S. photographic equipment.

According to a recent market survey conducted by the U.S. Consulate General in Stuttgart, particularly good sales prospects exist on the German market for the following types of U.S. equipment:

❶ Photographic and cinematographic laboratory equipment such as automatic and manual-processing equipment, developing tanks, enlargers, presses, washers, dryers, cutters, trays, pumps, filters, developing, film-cutting, splicing, copying, synchronizing and pressing equipment as well as filters.

❷ Photographic reproduction apparatus for reproduction in the 13 by 18 cm. and 18 by 24 cm. sizes may be especially competitive. German equipment of this type is particularly expensive.

❸ Electronic multi-flash equipment, priced about DM 100 ($25) to DM 120 ($30) retail price.

❹ Quartz lamps for motion-picture photography which produce more light than conventional lamps and which are sturdier and more resistant to breakage probably can be sold successfully.

❺ There is no easy-to-handle, favorably-priced sound attachment for motion-picture fans available in Germany. Available apparatus are too complicated for laymen to handle and too expensive. An American device with these advantages will find a very good market.

❻ 35-mm. still cameras of good workmanship, favorably priced—retail price at about DM 100 ($25) to DM 150 ($37.50)—will find an accessible market.

Other still cameras, with the exception of a few types of special cameras for scientific and technical purposes for which the market is limited anyway, have only a very small market.

❼ The outlook for slide projectors, viewers and projection screens is good despite keen domestic competition. A fully automatic projector of good workmanship might find a favorable market since domestic products are generally too expensive.

❽ For 8-mm. motion-picture cameras, there is stiff competition from domestic and Japanese products. Only favorably priced products of good quality will find a market.

16-mm. and 35-mm. motion-picture cameras have little chance for large-scale sales since the number of consumers is quite limited now.

❾ Competitively-priced 8-mm. projectors of simple construction which are sturdily built and automatically fed have good market chances. Products available in the domestic market are generally too complicated for easy handling.

There are very limited sales possibilities for 16 and 35-mm. motion-picture projectors, since the market is small.

Outlook

The outlook for the German photographic industry in 1963 is not promising, as far as production, domestic sales and exports are concerned. Industry believes that imports will continue to grow, although at a smaller rate than in 1962.

It is anticipated that the 1962 production levels cannot be maintained in 1963, if the industry is confronted with another wage increase. Wage negotiations are presently pending and the union is demanding 8% higher wages.

Since the German industry is not in a position to grant a wage increase, a new wage rise will probably be reflected in higher prices which would, in turn, deteriorate the industry's competitive position in the world market.

Production down

German industry sources estimate production for 1962 ranged between $165 million and $175 million compared with $182,255,000 in 1961. Sales during 1962 were only slightly lower than in 1961 and lower production made possible a reduction of inventories. The decline in production was particularly severe in the still camera sector.

The unfavorable 1962 trend in production is attributed to the 5-10% price increase. These increases were necessitated at least in part by increased wage costs.

In common with other West German industries, the photographic products industry has felt the effect of rising wages, rising social costs, shortage of labor and the revaluation of the deutsche mark in 1961. The high proportion of labor costs in final production costs, about 35%, makes this industry relatively sensitive to such a wage-price spiral. Such developments affect its world market position more seriously than is the case with some other industries.

Exports dip, imports rise

German exports of photographic apparatus, equipment and accessories in 1962 were valued at $91,750,000, compared with $90,750,000 in 1961. Imports, however, increased from $11,379,000 in 1961 to $14,018,250 in 1962, or 23.2%.

Imports now represent about 8-10% of German production, compared with slightly over 6% in 1961.

The industry is reported as not alarmed, although imports of some categories of photographic products are causing concern to manufacturers. These include photographic and motion-picture laboratory equipment, in which field British sales to West Germany were almost 6 times as high as in 1961.

The United States again was West Germany's leading export market for photographic apparatus and equipment in 1962, with shipments valued at $13,675,000 or 14.9% of total exports. Other markets for German goods were France, Switzerland and the United Kingdom.

In 1962, Germany's imports were furnished principally by Japan, $3,120,250, slightly higher than 1961. Swiss sales to West Germany were 34.2% higher than 1961, reaching $2,358,750, while imports from the U.S. dropped from $2,304,750 in 1961 to $2,028,750 in 1962.

Leather shoe export slump checked in February

The long slump in exports of non-rubber shoes was checked in February, when U.S. producers shipped 272,000 pairs valued at $816,000 abroad. This represented a gain of 31.4% in volume and 16.1% in value over exports in February, 1962. While some of the gain may have represented a backlog from the shipping strike, the industry has been actively promoting exports.

Footwear generally was represented in the increase, with gains reported to such major customers as Mexico, Netherlands Antilles, Bahamas, Bermuda, and United Kingdom.

Total exports in 1962 were $8.7 million, compared to $16.2 million in 1953.

Tanganyika to buy U.S. goods, service through AID loan

To expand and improve water supply systems in new nation

A $1.3 million U.S. loan to help finance the expansion and improvement of water supply systems throughout Tanganyika has been authorized by the Agency for International Development (AID).

The loan will pay for additions and improvements in water sources, treatment works and distribution systems.

The AID loan will finance all costs of U.S. goods and services for the project, amounting to an estimated $850,000, as well as part of the local currency costs equivalent to about $450,000. The Government of Tanganyika is contributing approximately $250,000 in local costs.

The water supply improvement program is part of Tanganyika's $67.2 million 3-year Development Plan, now in its second year. The U.S. has pledged $10 million in loans to help meet the Plan's objectives. A $2.2 million loan for expansion of the water supply of the capital city, Dar-es-Salaam, was also authorized by AID last December.

Most of the construction under the loan project will be in the 10 major towns. The smaller towns will require the installation of water meters, and extensions of various facilities. One of the important improvements will be to make water more readily available on a 24-hour basis to the poorer sections by the installation of public water faucets in most of the towns.

Tariff Commission reports tariff schedule changes

The Tariff Commission has submitted its 3rd and 4th supplemental reports to the Tariff Classification Study to the President and the Congress.

The reports set forth changes made by the Commission in certain provisions of the U.S. Tariff Schedules identified in the Commission's public notices of October 1 and 30, 1962. They also contain appendixes consisting of the written views received by the Commission.

Copies (not including the appendixes) have been reproduced and may be obtained from the Secretary, U.S. Tariff Commission, Washington 25, D.C., as long as the supply lasts.

$10 million loan signals end of grants to Greece

Funds will buy U.S. raw materials, farm and industrial machinery

A $10 million U.S. Government loan to the Government of Greece will provide private Greek firms with dollar exchange for capital goods imports from the U.S.

Proceeds of the loan are expected to be used to purchase such U.S. commodities as raw materials, semi-finished producers' goods, and industrial and agricultural machinery.

The U.S. economic program for Greece, which up to this year has included grants as well as loans, is now being carried out through development lending.

The U.S. will extend the loan as a member of the Greek Aid Consortium established by the Organization for Economic Cooperation and Development to coordinate support for Greece's development program. Other Consortium members are Canada, and the Common Market countries.

U.S. economic assistance of all types for Greece has totalled more than $1.7 billion from 1947 through last June 30.

More than 87% of this aid has been in the form of grants, but the country's progress in recent years has reached the point where Greece can now rely on loan assistance.

Greece has been successful in meeting its development program goal of a 6% average annual increase in its Gross National Product. This progress has begun to attract increasing amounts of private foreign investment, though this is not yet large enough to sustain the growth rate without some capital assistance from the U.S. and other members of the Greek Aid Consortium.

AID loan helps U.S. firms build Liberia hydroelectric plant

$16.5 million to be spent in U.S.; will be a "run of the river" plant

A $24.3 million U.S. loan will help construct a hydroelectric plant near Monrovia, capital of Liberia, needed to meet rapidly growing electric power demands of the country.

The loan will be extended to the Monrovia Power Authority, a specialized agency of the Government of Liberia. The Authority will contract with a U.S. engineering firm for preparation of plans and specifications and for supervision of construction, and will select a U.S. contractor for the project construction on the basis of competitive bids.

Project plans call for construction of a dam and two 15,000-kilowatt generators at Mt. Coffee, on the St. Paul River, 15 miles upstream from the mouth of the river at Monrovia. The plant will be of the "run-of-river" type, with its generators designed to operate on minimum river flow power rather than being dependent on large impounding reservoirs.

Field work and studies for the project have been conducted by Stanley Engineering Company and its subsidiary, Stanley Engineering Company of Africa, the Authority's management consultants since 1960.

The project will include about 150 miles of transmission lines, 5 substations and 2 switching stations, as well as dam and power generating facilities. The AID loan will cover all costs of U.S. goods and services, estimated at $16.5 million, and $7.8 million of local costs.

TRADE MISSION UNDERWAY

A 7-member U.S. Trade Mission to Norway and Denmark arrived in Oslo May 18, and will seek business opportunities in the 2 countries until June 23.

A schedule of mission members' appearances in several manufacturing centers to present Scandinavian business proposals to U.S. businessmen will be published in INTERNATIONAL COMMERCE, as will the Mission's report.

Israel makes variety of duty shifts

New Israeli duties on a wide range of products became effective on Feb. 25, 1963, according to a Government announcement. The revisions include both increases and decreases, as well as changes in the nature of the duty on some items.

In general, higher duties apply to commodities not previously imported, but for which licenses are now being granted. Reductions were reportedly made for various reasons—including the partial withdrawal of tariff protection on certain manufactured products to compel local manufacturers to produce efficiently or cheaply, and to assist manufacturers requiring imported raw materials in their effort to export the finished product.

Hikes, new duties

Some of the products on which duties were raised or imposed are gauze bandages; ink; shoe polish; bicycle tires; certain diamond tools; certain sheet glass; galvanized iron or steel strips, sheets and plates; iron or steel nails, tacks, studs and spikes; aluminum foil; collapsible aluminum tubes; various types of interchangeable tools used with hand tools or machine tools; ¼-horsepower gas compressors; machine-tool vises; jeeps; certain sizes of truck chassis; swimmers' goggles; certain image projectors; alarm clocks; certain rifles; wheeled toys; certain fishing tackle; and athletic balls.

Cuts, exemptions

Items on which duties were reduced or exempted include sugar for making citric acid; oils for insecticides; work gloves; corrugated paper and boxes; aluminum strips; circular saw blanks (through June 30, 1963); certain engines and cylinder blocks; beverage-vending machines (through June 30, 1963); microscope slides; and instruments, apparatus and models for educational use only.

On clay wall tiles, plastic-coated aluminum, delivery vans and chassis for heavy vans, the duties were revised by reduction of the ad valorem duty and increase (or addition) of a specific duty, making the new compound duties not strictly comparable with the previous duties.

Details of revised rates for individual items may be obtained from the Near East-South Asia Division, Bureau of International Commerce, Washington 25, D.C.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Switzerland curbs inflow of labor across borders

One-year ban established for some classes of employees with certain exceptions

Switzerland has announced details of a program to reduce expansion of the country's foreign labor force, the U.S. Embassy in Bern reports.

Residence permits and permission to change jobs will not be granted to a foreign worker during a one-year period, from March 1, if his employment would increase his employer's work force above the level of December 1962. However, companies having a work force that fluctuates seasonally will be permitted to use their 1962 peak employment month as a ceiling.

Exemptions

These restrictions will not apply to agriculture, transportation or communication workers, or to employees of hospitals and similar institutions. Exceptions may also be made for companies which have already purchased equipment or started construction in connection with changes in production levels, research projects, or increasing productivity.

As a general rule, all companies will be allowed to increase their labor force by 2% in 1963. Companies with less than 50 employees may hire one additional foreign worker. If a reduction in the work-week under a labor contract should occur, requiring an increase of personnel, exceptions to the regulations may be authorized. Foreign workers may be hired to fill positions vacated by Swiss nationals.

Shortage

In spite of the numerous exceptions, the inflow of foreign workers into Switzerland will probably be significantly curtailed, and important segments of Swiss industry may encounter an even more acute labor shortage than now exists. Among the sectors likely to be most affected are the construction, hotel, metal and textile industries, which together employ well over half of all foreign workers in Switzerland.

The number of foreign workers at the end of 1962 was 760,000, an estimated 28% of the total Swiss labor force.

France opens quotas for green beans, other foods

French import quotas have been opened for imports from the United States and Canada of canned green beans, canned green peas, canned carrots, canned mixed vegetables, corn flakes, and oranges. No quantitative or time limitations have been specified for vegetables and corn flakes.

An individual importer may purchase not more than 200 metric tons of oranges under one or more licenses. He may obtain additional licenses for up to 200 tons by presenting proof that he has utilized previous licenses under this quota. Licenses for oranges will be valid until June 13, 1963.

Trade sources in France indicate that short and delayed supplies of fresh vegetables and oranges due to abnormal weather made the opening of import quotas necessary. However, as 1963 vegetable crops begin reaching the fresh and processing markets in volume, quotas may be closed.

Prospects for U.S. exports of canned vegetables are believed to be more promising for carrots and mixed vegetables. The quality of these American-processed products, particularly mixed vegetables, is generally above those processed in France. With regard to canned peas and green beans, U.S. exporters should bear in mind that French consumers prefer small peas and small whole green beans.

Spain establishes technical norms for new industry

Modification or transfer of existing enterprise exempt

Spain has announced production and technical standards for certain new industries which may be established without prior Government approval. The standards provide in most cases for minimum production in terms of tons per year, or for a minimum number of units of machinery.

Twenty-three types of industries are affected by this decree:

Dietetic foods, purees, and industrial flour factories; yeast factories; canneries; sugar refineries; textile factories; industries extracting oils from seeds; cellulose, pulp, paper and cardboard factories; producers of basic inorganic acids, ammonia and mineral fertilizers; producers of carbonates, potassium bicarbonates and alkaline salts; producers of organic olefin derivatives, such as plastics, ethylene oxide, rubber, etc.; tire factories; producers of antibiotics; automobile, truck, bus, tractor and motorcycle factories; producers of iron and steel and non-ferrous metals; producers of internal combustion engines; home-appliance factories; producers of electric and electronic equipment; producers of railway equipment; producers of gypsum; producers of bricks and tile; producers of glazed tile; cement factories; and prefabricated building material producers.

The standards established by this measure apply only to new industries. They do not affect the modification or transfer of existing industries. The establishment of new industries in these sectors which do not meet these standards requires approval from the Ministry of Industry.

These new standards, announced earlier, are now effective.

Information on the standards for individual industries may be obtained from the Bureau of International Commerce (OIRE), Department of Commerce, Washington 25, D.C.

Belgian draft law would police drug sale practices

Protection of the public against insufficiently tested drugs and false claims for pharmaceuticals is the aim of a Belgian draft law soon to go before Parliament, the U.S. Embassy in Brussels reports.

The law would empower the Government to regulate the importation, exportation, manufacture, preparation, transportation, storage, sales, offers for sale, dispensation, and deliveries of medicaments—"any drug, substance, preparation or composition which claims to possess curative or preventative properties for utilization in human or veterinary medicine."

Sweden drops controls on some meat imports

Sweden has lifted controls on importation of fresh, chilled and frozen beef and veal from all countries and territorial areas except Japan, certain island groups in Asia under U.S. control, and the Soviet bloc, the U.S. Embassy in Stockholm reports. Licenses were formerly required if the area of origin was North, Central or South America.

Although the liberalization measure is officially in force only from Mar. 26, 1963 until Sept. 30, 1963, the probabilities are that it may be prolonged indefinitely.

Import licenses are still required for condensed and dried milk, egg yolk, eggs in shell, starches, and canned beans with pork. The Agricultural Marketing Board indicated that it will consider removing the remaining products from import control before Apr. 1, 1964.

Spain sets special fees for certain farm goods

Spain has established price-regulating fees on imports of all agricultural products regulated by the National Supply Commission—sometimes referred to as "state-traded items."

The Ministry of Commerce is authorized to establish the fees on the basis of the cost of the imported community after custom duties are paid, less the established price of the commodity on the internal market. The only exceptions to the decree are products imported by the National Wheat Service.

Among products affected by the decree are: live animals for food; meats; milk, cream and butter; eggs; coffee; oil seeds; forage products; animal and vegetable oils and fats; margarine; and sugar and molasses. Details of the fees for individual products are not available.

ICELAND: AUTO FEE

The competitive position of American automotive imports into Iceland has improved as a result of Iceland's recent action reducing the special import fee, the U.S. Embassy in Reykjavik reports. The fee for motor vehicles weighing over 1,150 kilograms has gone down from 135 to 100% of free-on-board value, making a single 100% rate for all non-farm vehicles regardless of weight.

Iraq decontrols 132 import groups

Iraq has freed 132 commodities of import-licensing control in an action announced on April 20. The newly freed items account for some 40-50% of the value of all goods imported into the country.

Certain import restrictions remain in effect: (1) The importer must have a current registration card issued by the Directorate General of Imports and Exports. (2) Imports from certain countries (not including the United States) are forbidden or are limited in scope. (3) Imports of machinery, industrial equipment, agricultural implements, insecticides, chemical fertilizers, and drugs and medicines are subject to the approval of the appropriate Government ministries.

List

Principal items and categories which may be imported without license are:

Drugs, medicines, medical and orthopedic supplies, insecticides, disinfectants, electrical and scientific instruments, steam boilers and turbines, internal combustion engines, gas and air compressors, agricultural tractors and implements, dairy and poultry equipment, rice mills, construction machinery, several kinds of industrial machinery and equipment, tools of various kinds, electrical equipment, wires and cables, industrial sewing machines, communications equipment, certain base metals and manufactures, steel structures, glass, cement, mineral products, wood and wood products, coal, chemical fertilizers, locomotives, railway cars, ships and boats, and airplanes.

Details on specific items freed from import licensing may be obtained from the Bureau of International Commerce (OIRE), Department of Commerce, Washington 25, D.C.

AUSTRIA: FRUITS WELCOME

Austria has removed quantitative restrictions on imports of table-grade apples and pears, the U.S. Embassy in Vienna reports. The action, effective for an indefinite period, was taken because of a shortage of these fruits.

Italy continues duty reductions to spur imports

Anti-inflationary policy being implemented in series of moves

Italy is continuing to reduce or suspend import duties and restrictions, especially on raw materials and foodstuffs, as part of an anti-inflationary program which calls for encouraging imports.

The U.S. Embassy in Rome reports that changes since January 1963—most of them temporary—include the following of interest to the U.S. export trade:

Duty reductions on industrial raw materials including lead and zinc scrap and industrial acids, some chemicals and tanning substances, sponge iron and steel and industrial coke, and highway toll- and traffic-recording equipment. Duty-free tariff quotas have been established for tall oil and certain ferro-alloys (Gazetta Ufficiale, Nos. 72 and 76, March 15 and 20).

Primary materials

Tariff suspensions and reductions were announced on a wide range of primary materials for industry, including: certain minerals and metals, chemicals, coal-tar materials, raw cotton and waste, wool waste and jute—all valid until June 30, 1964 (Gazzetta Ufficiale, No. 93, Apr. 6, 1963).

"Flour-based food preparations containing sugar"—Tariff No. ex 19.02 A-III-b—were removed from Table A, freeing cake mixes and related food preparations for direct consumption from import licensing, provided they are prepared mixes and not just mixes of flour and water.

Belgium moves towards new investment lures

Belgium's parliament is considering an administration bill extending the scope of the 1959 law providing 5-year exemption from property taxes for industrial investments qualifying for state-guaranteed or interest-subsidized loans.

The bill would extend the exemption to cover material and machinery even when installed in buildings not constructed by the investor, and to land required by the investment, even though not built upon. It would also increase the over-all ceiling from $40 to $60 million on the total amount of loans for industrial investment that the Government can guarantee.

Authority is provided to increase the ceiling later, by decree, up to $120 million. Finally, the bill would extend the Government's authority to expropriate land for new investments, so that access rights may also be expropriated as well as the land actually to be used for a factory.

Italy allowing residents to buy foreign securities

Buying and selling of foreign stocks and bonds issued and payable abroad (provided they are traded on foreign stock exchanges) is now permissible for persons physically or legally residing in Italy, the U.S. Embassy in Rome reports.

The action, in the form of a Ministerial Decree (*Gazzetta Ufficiale* No. 84, March 28) which became effective April 12, implements the second decision of the European Economic Community's Commission regarding liberalization of capital movements.

Applicable equally to purchases of foreign securities outside the Common Market, the measure removes one of the major remaining controls on capital movement. It is viewed by monetary officials as a step toward broadening the Italian capital market to make it more responsive to domestic and foreign market forces.

An informal translation of the decree's text is available on a loan basis from the Bureau of International Commerce (OIRE), Department of Commerce, Washington 25, D.C.

GATT: 6 accessions

Six more countries have become full contracting parties of GATT (General Agreement on Tariffs and Trade), raising the total from 44 to 50, the European Office of the United Nations has announced in Geneva.

Newly admitted under relevant GATT provisions (Article XXVI, Par. 5-c) are: Cameroon, Central African Republic, Congo (Brazzaville), Gabon, Kuwait, and Upper Volta. GATT was applied to their territories in the years before independence. Full accession by the six was approved on April 30 by GATT's Council of Representatives.

Bonn lightens exporters' credit insurance burden

To stimulate West German exports—especially to developing countries—the Economic Committee of the Federal Cabinet recently acted to reduce exporters' self-participation in normal export credit guarantees (up to 5 years), the U.S. Embassy in Bonn reports.

The interministerial committee for export credit guarantees subsequently agreed to apply the new regulation to all new insurance cases concluded between a German exporter and a foreign contractor after Mar. 15, 1963. The Federal Government's official export credit insurance agency in these matters is the Hermes Kreditversicherungs AG.

The types of risk and new percentages of minimum self-participation (with former percentages in parentheses) are: economic risk in the case of a private foreign firm and nonpayment risk in the case of a public foreign contractor, 20% (30%); conversion, transfer, deferment of payment, and moratorium risks, 15% (20%); other political risks, 10% (20%); manufacturing risks, 15% (20%); other risks, 15% (25%).

East African duties on vehicles, textiles rise

In a move announced by the Minister of Finance, Kenya on April 16 raised import duties on motor vehicles and certain textiles. Tanganyika and Uganda are expected to announce similar changes.

The duties now applicable to motor vehicles are: passenger cars with motors of a capacity of 2,000 cc's or more, 30% ad valorem; smaller passenger cars, motor bikes, motorcycles, and replacement parts for all motor vehicles, 25%; heavy load-carrying vehicles, including buses, 20%; parts of vehicles imported for local assembly, 15%; and ambulances, hearses, crash trucks, etc., free. Any other vehicle is dutiable at a rate of 25% ad valorem.

Duty changes on textiles were generally slight, showing an average increase of 3 1/3% ad valorem. Rates for most articles are now 36 2/3%, with specific minimums ranging from East African 35¢ (U.S. 4.9¢) to E.A. Sh 3/30 (U.S. 46¢) per square yard.

Potential seen in 6 diverse Ecuadoran industry areas

AID's Investment Survey Program can assist U.S. firms interested in fruit canning, assembly of sewing machines or home appliances, hardware output, molasses, lignite

The Agency for International Development (AID) recommends that U.S. firms considering investments in Latin America consider conducting feasibility surveys in Ecuador.

Comparatively few studies have been conducted by American private enterprise in the country even though significant investment opportunities are believed to exist in a number of industrial areas—assembly of home appliances or sewing machines, fruit canning, utilization of molasses or of lignite deposits and manufacture of hardware and building fittings.

Currently, AID is operating an Investment Survey Program which would be a worthwhile vehicle for exploring the economic and/or technical feasibility of investment within Ecuador in the industries cited in this article.

Under this program, AID will pay up to 50% of the cost of approved investment surveys if the potential investor (surveyor) decides not to invest in the venture.

Firms interested in these industries and in a position to conduct feasibility studies should write to the Office of International Investment, File 2-4000-1, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Electrical home-appliance assembly. Initially, a market study to determine more precisely the demand for specific appliances would be a component part of a comprehensive feasibility study. The study should be designed to verify the feasibility of assembling imported components into such electric home appliances as fans, heaters, liquifiers, mixers, vacuum cleaners, irons and floor polishers.

The possibility of winding coils for fractional horsepower motors to be used in these appliances should also be considered.

Should the size of the market warrant, electric-appliance assembly might be integrated with that of such electrical hand tools as drills, sanders, polishers, saws and grinders.

Fruit canning. The production of jams and jellies in Ecuador is carried on in a small way but canned fruit consumption is met by imports.

A feasibility study might focus on the possibility of establishing canning plants for tropical fruit, or on natural or concentrated juices of pineapple, papaya, orange and mango. Consideration should be given to production for export in addition to meeting the domestic demand.

Such agricultural factors as ecological conditions, soils, areas for cultivation, soil management and plant diseases would also require intensive study. A Foreign Agricultural Operations Mission is completing an ecological study of Ecuador and preliminary studies have been made of the commercial utilization of pineapple crops.

Hardware and building fittings. Apart from insignificant hand-labor production, Ecuador has no industrial plants which manufacture these products. The substantial and expanding demand now is being met by imports.

Because of the variety of trades, forms, sizes, structures and finishings involved in the manufacture of these items, a survey in depth of the market would first be required in order to determine the types of products in greatest demand. This market study would in turn determine the scope of the industrial study.

Factors of importance in the industrial study would include the availability of raw materials for production, the advisability of importing certain items for eventual assembly, technological methods and personnel requirements.

Lignite deposits. A series of geological explorations and samplings indicate the presence of an estimated 2 million metric tons of lignite which can be exploited immediately and an estimated average reserve of around 22 million metric tons.

A detailed study is required to determine the possibilities of using the coal as a fuel for a thermoelectric installation and as a source for chemical subproducts.

The study should also focus on the possibility of distilling lignite to obtain derivatives, particularly synthetic ammonia, and the establishment of a factory capable of producing not less than 200 metric tons daily of anhydrate ammonia.

Molasses industry. An extensive study is required to determine the best utilization of the more than 5 million gallons of molasses produced annually as a byproduct of sugar cane.

Once discarded as residue of the sugar-making process, molasses is currently distilled, in pail, at the Duran distillery to produce ethyl alcohol. Although the capacity of the Duran distillery does not allow utilization of all the molasses available, it has been forced to lower its production even more due to the lack of market for ethyl alcohol. For this reason, the exports of molasses have greatly increased as the Duran installation cannot be completely utilized.

The study, in addition to determining the commercial utilization of molasses, should also establish what derivatives can be obtained through its distillation such as liquors and acetic acid. It is contemplated that the Duran distillery would be used to produce these derivatives.

Sewing machine assembly. The Ecuadoran market for conventional sewing machines is said to be quite large. The machines are used not only in the home to provide clothing for the family but also to increase family income when used as a means of production.

A survey of this project should focus on the possibility of establishing an assembly plant for sewing machines using some imported parts while others, such as pedals and cabinets, would be produced in Ecuador.

Mexican firm asks license for motorcycles, scooters

A Mexican motorcycle and motor-scooter firm seeks a U.S. license to manufacture similar or related lines.

Write to Moto Islo, S.A., Calzada C.P.A. Emilio Carranza, Saltillo, Coahuila, Mexico.

ITALIAN COAL OUTPUT

Italian production of sub-bituminous coal and anthracite in the first quarter of 1963 totaled 163,000 metric tons, up 10.1% from the first quarter of 1962.

Thailand's food-processing industry considered ready for development

4 areas of food field appear to offer growth opportunities; Commerce-AID pilot project set up for private investment push

Food processing has been added to the list of industries selected for private investment promotion in Thailand, under a joint Department of Commerce-Agency for International Development pilot project.

IC readers may recall that other industry development projects were described in the Sept. 24, 1962, issue, pp. 22-3, and in the Dec. 31 issue, p. 12.

Firms considering an investment in Thailand may avail themselves of the advantages offered by the Investment Survey Program. Under this program, the AID will assume up to 50% of the cost of approved investment surveys should a potential investor (surveyor) decide not to invest in a specific industry.

Firms interested in the possibility of conducting one or more feasibility studies of the food-processing industries described below should write to the Office of International Investment—File 3-2000-1, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Abundant supplies

Thailand is an agricultural country with abundant supplies of foods. Many foods, including rice, tapioca flour, corn, chili, peanuts and beans are produced in sufficient volume so that large quantities are available for export.

The Thai Government is trying to promote exports of these items, and is at the same time trying to discourage imports of foods by imposing high import-duty rates. Some food products, such as canned provisions, confectionery, cakes, cookies and biscuits are subject to an import duty of as high as 55 to 66% ad valorem.

New plants, exports seen

Because of this situation, more and more food-processing plants are being established in Thailand. There are now local factories which produce biscuits, confectionery products, ham and bacon and which can such items as pineapple, other fruits and fish.

The Thai food-processing industry is expected to expand. Eventually, Thailand should succeed in establishing export markets in Asia and perhaps other world areas for its processed foods, in addition to the regular raw food items.

Confectionery. With an import duty of approximately 66% ad valorem, there are already a number of small and medium-sized manufacturers which apparently are doing quite well producing toffee, fruit drops and candy.

There is probably room in the industry for other types of products such as chewing gum, chocolates, gum drops and hard candies.

Pastry, cookies, biscuits. The import duty is about 55% ad valorem. Several bakeries are producing breads, biscuits, cream crackers and cookies, and are doing a good business. There are demands, however, for other types of bakery products.

Mechanical production of such items as waffles, doughnuts, ice-cream cones and other popular snacks appears to represent a potential opportunity.

Packaging machinery and materials. The market for many types of machinery suitable for packaging and canning food and other consumer products for retail sales appears substantial.

The demand for materials used in packaging, including cellophane paper, metallic coated paper and metallic foil—as well as tin plate and aluminum sheet—also appears on the increase.

Cold drinks, other beverages and ice products. The climate assures a year-round demand for such products.

Such products as Popsicles, chocolate-coated ice-cream sticks and soft ice-cream may offer prospects. Coloring and flavoring materials deserve consideration.

New projects open for U.S. companies

Varied arrangements sought to make metal products or machinery; drugs, rubber and plastic items; poultry-breeding equipment; stoves and refrigerators; protective clothing for workmen

Seventeen European manufacturers seek capital, technical assistance, licenses or joint ventures for the production of varied U.S. products.

These firms are interested in assistance from U.S. manufacturers and investors to make metal alloys, drugs, fabricated metal products, protective clothing made of treated leather, poultry breeding equipment, rubber and plastics items, special industrial machinery, and stoves and refrigerators.

In addition, a German firm seeks a joint-venture partner to utilize its built-up industrial site for varied manufacturing purposes.

Alloying of metals

Spain. An iron and steel foundry manufacturing miscellaneous machinery, tubing and iron and steel structural frames seeks U.S. technical knowledge to produce ferrous and non-ferrous alloys.

It has an ambitious plan for modernization and would like to improve the present technique of its foundry work. The firm is willing to consider the possibility of a joint venture. Talleres de Ortuella, Ortuella, Vizcaya.

Drugs

France. Producer of industrial and fine chemicals and pharmaceuticals seeks licensing rights on chemicals used to manufacture pharmaceutical products. Boyer & Co., S.A., 18 rue la Perle, Paris 3°.

Portugal. Newly-formed firm seeks technical planning and assistance as well as capital for the construction and initial operation of an agar-agar plant. An investment of $400,000 to $500,000 is being sought for which the firm will grant a minority equity in the new company and offer exclusive rights to the plant's production. Sicomol-Sociedade Industrial de Coloides do Mondego, Lda., Rua Viana da Mota, 55, Lisbon.

Fabricated metal products

England. License sought for the production of low and high pressure valves, pipe and hose couplings, breakaway hose connectors and gages. High Pressure Components, Ltd., Sunflex Works, Colham Mill Rd., W. Drayton, Middlesex.

France. Manufacturer of industrial and domestic fuel-oil-operated generators for warm air and general heating seeks license to pro-

duce patented accessories and devices for industrial and domestic heating, as well as generators for warm air. Soc. de Vente et d'Installation des Appareils Maxotherme, 20 rue Fauvet, Paris 18.

A firm specializing in making material-handling, hoisting and industrial equipment seeks license to make flow-coating paint equipment, chains and trolley link-belts for aerial conveyors. SIETAM, 39 rue Buffon, Paris 5°.

Leather protective clothing

Germany. Licensing rights sought to manufacture chemically-treated or coated leathers of all kinds which are heat resistant and/or fireproof for production of workers' protective clothing. G. Moehlenbeck & Co., Postfach 20, 195 Duesseldorfer Str., 433 Muelheim-Ruhr-Saarn.

Poultry-breeding equipment

France. Manufacturer of poultry-breeding equipment seeks license to make similar equipment of U.S. design. Selector—R. Mazarguil & Cie, 123 rue Saint-Denis, Dreux (Eure-et-Loire).

Rubber, plastics

Austria. Medium-sized manufacturer of foam rubber seeks $154,000 to $231,000 in capital to expand operations. In return, the firm's management is willing to offer a controlling interest and management of the company to the U.S. investor. Gummi- und Schaumgummiwerk Gefaell GmbH, 73 Wienerstr., Purkersdorf b/Vienna.

England. Manufacturer of flexible fuel tanks seeks license for manufacture of specialized plastic ware or any equipment in the light engineering field. F.P.T. Industries, Ltd., The Airport, Portsmouth, Hants.

France. License sought for the production of polyesters for industrial applications by manufacturer of laminated-polyester industrial parts. Ets. Merat & Cie, S.A., 53-55 rue Rouget de l'Isle, Suresnes (Seine).

Manufacturer of injection-molded industrial parts in plastic for the automobile, aviation, television, radio and household-appliance industries seeks U.S. licensing rights to mold parts and devices similar to its present production. Plasticonmium, S.A.R.L., 3 rue du Parc, Levallois, Perret (Seine).

Manufacturer of various kinds of thermoformed plastic articles, films and sheets seeks license to make similar U.S. plastic articles. Ets. Charles Nicolle, S.A., 29 rue d'Arcueil, Gentilly (Seine).

Special industrial machinery

France. Manufacturer of agricultural, farm and dairy machinery seeks license to make equipment and devices for the dairy, food-processing and chemical industries. Ets. Simon Freres, S.A., 16 rue Chauveau-Lagards, Paris 8°.

Germany. License sought for the production of evaporators with single and multiple effects and concentrators for the chemical and food industries. Jacob & Korves K.G., Postfach 460, 573 Ahlen (Westphalia).

Stoves, refrigerators

Belgium. Manufacturer of all kinds of stoves and refrigerators seeks license to make U.S. oil, gas and coal stoves as well as refrigerators. Usines et Fonderies Nestor Martin S.A., 32 rue Nestor Martin, Ganshoren-Brussels.

Joint venture

Germany. A wheat distiller has available a large, built-up industrial site suitable for varied manufacturing projects. He seeks a joint venture with a U.S. manufacturer. A wheat distillery could be included on a cooperative basis or continued as an independent operation. Kornbrennere Bostelmann, Diekhofstr. 20, 2117 Tostedt.

Overseas firms offer products

Anticorrosive paint and polyethylene bottle caps available

Sealing caps for bottles of fine wines and alcoholic beverages and an anticorrosive paint to protect steel structures are 2 new products offered to U.S. manufacturers by their French or U.A.R. developers.

Anticorrosive paint. A U.S. licensee is sought to produce what is reported as a highly effective anticorrosive paint for the protection of steel structures. The paint would substitute for red lead primer.

The developer of this material claims that a leading chemical consulting analyst in England found the product to be quite equal to red lead after making accelerated corrosion tests involving humidity, salt droplet and sulfur dioxide.

This paint, developed in the U.A.R., is also reported as nonpoisonous and safe to handle in powder form. It spreads evenly and smoothly over steel surfaces, is economical—its initial cost is half that of red lead—and it covers 35% more surface area than the same amount of red lead.

American manufacturers interested in being licensed to produce this product for the U.S. market may obtain additional information from the Office of International Investment—File 1087, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Polyethylene bottle caps. A French manufacturer is interested in selling its U.S. patent rights for a new technique for producing polyethylene sealing caps for bottles of fine wines and alcoholic beverages.

The firm estimates its patent rights to be worth $20,000. Rights have already been sold to firms in Austria, Germany, England, Canada and elsewhere.

The name and address of the firm is available to interested U.S. manufacturers from the Office of International Investment—File 1088, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Industrial survey of Costa Rica available

Findings of 2-month on-site economic, industrial evaluation made by management engineers

Prospective U.S. investors in Costa Rica now have an opportunity to study a newly issued comprehensive report prepared by the Wolf Management Engineering Co. of Chicago for the Agency for International Development.

Based on a 2-month on-site economic and industrial survey, the 155-page report is titled "Costa Rican Industrial Crossroads." This diagnostic survey includes:

- A frank and thorough evaluation of the current state of industrial development, including laws and governmental regulation affecting such development, the institutions regulating and servicing private enterprise, and factors encouraging or inhibiting investment.
- A realistic program of action to stimulate the rapid acceleration of private-enterprise development.
- An analysis of the industrial-development potentials and problems of Costa Rica as they relate to the contemplated Common Market of Central America; an analysis of the impact of developments in the other countries upon Costa Rica, assuming the Common Market is realized; a recommendation as to the appropriate course of action which would be equitable and stimulating to the industrialized development of all countries involved.
- A proposed action program to be used in Costa Rica to mobilize public and private support for the proposals made.

The last chapter is devoted to a series of appendices covering such subjects as structure of government, tariffs, population, import and export statistics, wage tables.

Any established U.S. firm interested in Costa Rica may obtain a single copy of this study by a request to the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Bids requested by Turkey for splicing sleeves

The Turkish Government is inviting bids for supplies of 3 mm., 4 mm. and 2.05 mm. splicing sleeves. Bid deadlines for each of the three items are May 27, 29, and 31, respectively.

The bids are invited by PTT, Genel Mudurlugu, Malzeme Dairesi Baskanligi (Directorate General of Postal Telephone and Telegraph, Chief of Materials Division).

All three size sleeves must be adaptable to Nicopress tools with E or J grooves. The quantities of each desired are 143,000 (3mm.), 50,000 (4 mm.), and 20,000 (2.05 mm.).

Specifications for these items are available (in the Turkish language only) from PTT Genel Mudurlugu, Molzeme Dairesi Baskanligi, Sehit Tegmen Kalmaz Caddesi, Ankara, Turkey.

Copies of the specifications are available on a short loan basis to firms located within the U.S. from the Copper Division, BDSA, Room 4806, Department of Commerce, Washington 25, D.C. (WO 7-2162).

Iceland plans to enlarge wharves at Njardvik harbor

The Director of Lighthouses and Harbors Authorities, Reykjavik, Iceland, invites bids for lengthening the outer wharf at Njardvik 109 x 12 meters, the inner wharf 105 x 14 meters and the building of a transverse construction at right angles to the main wharf.

Tenders should be made on the basis of supplying all materials and equipment, and the making of working drawings and strength computations. The successful bidder will be required to deposit 10% of the contract awarded.

Bids should be addressed to the director as shown above. Deadline is 11 a.m., June 15, and must remain firm for a period of 3 months thereafter.

A copy of the conditions, specifications and drawings may be reviewed in the office of the Building Materials and Construction Industries Division, BDSA, Room 4002, Department of Commerce, Washington 25, D.C.

Transcameroon rail section to require 500,000 ties

An invitation to bid for procurement of ties (impregnated wood, metal, or reinforced concrete), required in the construction of the first section of the Transcameroon Railway which will extend over a length of 330 kilometers and require approximately 500,000 ties will be issued about May 31.

Bidding documents will be provided upon issuance after receipt of a request accompanied by a check in the amount of $81.02 (20,000 CFA francs), addressed to The Office du Chemin de Fer Transcamerounais (OCFT), B.P. 625, Yaounde. After issuance, a copy of the bidding documents may be consulted at The Office of Capital Development and Finance, Bureau of Africa and Europe, Agency for International Development, Washington 25, D.C. Commission—European Economic Community, European Development Fund. Financial and Technical Directorate, 56 rue de Marais, Brussels 1, Belgium.

Bids must be submitted to arrive at the OCFT, Yaounde, by noon, Aug. 30. Joint financing of the project is being obtained from the U.S. A.I.D. and the European Development Fund (EDF). Participation in bidding will be open on equal terms to all natural and legal persons who are nationals (organized under the laws of the headquarters in countries in question), of member states and associated countries and territories of the European Community, as well as to natural and legal persons who are U.S. nationals.

Bids for concrete pipe requested by Australia

The Metropolitan Water, Sewerage and Drainage Board in Sydney is inviting bids for contract 3780-W, Warragamba Pipeline No. 2. Bid deadline is Aug. 13.

The Board is located at 341 Pitt St., Sydney, N.S.W., Australia (P.O. Box 53, Queen Victoria Buildings, Sydney).

The contract calls for the manufacture, supply, testing, delivery and laying of approximately 76,200 linear feet of 120-inch bore mild steel cement-lined pipes and fittings or embedded cylinder prestressed concrete pipe and fittings.

Copies of the plans and specifications are available from the Board at the above address for approximately $45 (£A20) per set. This charge is refundable on receipt of a bona fide tender. Mailing costs are not included. The air freight rate per set is approximately $30.

A copy of the plans and specifications may be reviewed in the Building Materials and Construction Industries Division, BDSA, Room 4002, Department of Commerce, Washington 25, D.C.

Electrical supplies asked by Government of Burma

The Revolutionary Government of the Union of Burma is inviting tenders for a variety of electric supplies and equipment for 1962-63.

Included under tender 3/63(COM) are 630,000 fluorescent lamp tubes, 15,000 yards insulated and sheathed cable; 7,500 electric irons and 300 electric refrigerators and spare parts. Samples must be submitted, except for refrigerators.

Bid deadline is May 31. Tender should be addressed to the Commercial Manager, Commercial Department, Electricity Supply Board, 502 Merchant St., Rangoon.

A copy of the list of supplies and specimen form is available to firms located in the U.S. from the Consumer Durables Division, BDSA, Room 4422, Department of Commerce, Washington 25, D.C. (WO 7-5345).

Electrical fixtures, textiles, other items asked by Guinea

The Republic of Guinea wants to buy electrical fixtures, food processing machinery, textile goods (mammy cloth) and cotton carding devices.

The electrical fixtures will utilize 50-cycle current, 220 volts in the cities and 110 in rural areas.

Price lists and, where possible, samples, should be sent to Abel Camara, Commercial Attaché, Republic of Guinea, 2112 Leroy Place, N.W., Washington 8, D.C.

Bids sought in Nigeria for power transformers

The Electrical Corp. of Nigeria is inviting bids for the supply and erection of eight 132-kv. power transformers, two 11-kv. auxiliary transformers and two 33-kv. earthing-auxiliary transformers.

The equipment is to be used for the Afam-Oji transmission line, contract 1033/325. Completed tenders must be returned not later than 12 noon June 30.

A précis of the works may be obtained from the London Representative, Electricity Corp. of Nigeria, York House, 5th Floor, Westminster Bridge Road, London, S.E.1, for $56, payable to the Electricity Corp. of Nigeria. Payment is not refundable.

Copy of tender notice is available for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-4242).

Bids sought by Philippines for substation equipment

The National Power Corporation of the Republic of the Philippines is inviting bids for the supply and delivery of outdoor substation equipment required to distribute power from the Angat River Hydroelectric Project.

Equipment and accessories required are steel structures; installation and grounding materials; outdoor disconnecting switches and fuse disconnecting switches; 3-phase, 60-cycle, 5,000-kv.-a. transformers; outdoor metal-clad switchgear, outdoor type, single-phase, 60-cycle, 50-kv.-a. distribution transformer and lightning arresters. Bid deadline is 10 a.m. May 28.

Bids are to be addressed to the Office of the National Power Corporation, 161 Bonifacio Drive, Port Area, Manila, Philippines. A copy of the specifications is available for loan from the Power and Electrical Equipment Division, Room 4124, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-4242).

UAR seeks bids on plant for ore beneficiation

The General Organization for Executing the 5-Year Industrial Plan has invited bids for a complete plant for the beneficiation of phosphate ore.

The Organization is located at 6 Khalil Agha St., Garden City, Cairo, U.A.R. Bids may be submitted until July 1. The work to be performed is a turn key job including section of a concentration process; design; supply of materials, equipment, machinery and instruments; construction; erection; start up and test run of a concentration plant with an annual output of 180,000 tons of concentrate.

The Hamrawein phosphate ore average assay is 58% $Ca_3 P_2 O_5$ and is to be upgraded to 80%. Auxiliary plants such as power station, pumping station, pipe lines, water tanks, sewage, laboratories, and maintenance shops are included.

Specifications and conditions are available on a short loan basis to firms located in the U.S. from General Industrial Equipment and Components Division, Room 4022, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-5589).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

011 Field Crops

FRANCE—Raw materials for cattle feeding. Direct purchase and agency. Compagnie Olivier (dealer), 25 rue d'Astorg, Paris 8.

GERMANY—Soy beans; requests offers CIF Rotterdam. Werhahn & Nauen (manufacturer), 4 Weissenbergerweg, 404 Neuss. WTD 3/11/63.

ITALY—Raw pressed cotton (Memphis, Orlean Texas varieties, 1 inch, 1-1/16 inch). Requests replies in Italian, French. Manifatture Cucirini S. Concordio (manufacturer), S. Concordio, Lucca.

Raw pressed cotton. Cucifil di L. Martini (manufacturer), P.O. Box 143, Lucca.

012 Fruits, Nuts, Vegetables

SURINAM—Fresh vegetables: potatoes, onions, garlic, yellow and green split peas. J. Bechan (importer, wholesaler, retailer), Maagdenstraat 16, Paramaribo. WTD 9/21/62.

019 Commercial Farm Products

PORTUGAL—Flax seeds. Industrias Angolanas de Oleos Vegetais, S.A.R.L. "INDUVE" (importer, wholesaler, manufacturer), Rua D. Joao V, 27 r/c Dte., Lisbon 2. WTD 3/4/63.

121 Bituminous Coal

● **GREECE**—Bituminous coal, 9,500 metric tons, various qualities for use in production of coke. Tender No. B/287, bid deadline June 6. Ministry of Commerce, State Purchases Directorate B', 50, Socratous St., Athens. (WO 7-2421).★

195 Small Arms

ITALY—Firearms for hunting purposes. Direct purchase and agency. Armeria Centrale Corrado Benvenuti S.p.A. (retailer), 30/R Via Pellicceria, Florence.

200 Food

ENGLAND—Food products. Direct purchase and agency. J. Waterhouse & Co., Ltd. (manufacturer, exporter, importer, wholesaler, sales agent), 6, Church St., Ashton-under-Lynn, Lancashire. WTD 4/-10/63.

All canned fruits, canned vegetables, dried fruits, and raw materials for food industry. Direct purchase and agency for U.K. Kiril Mischeff, Ltd. (importer), Monument Bldgs. 11/15 Monument St., London E.C.3.

GERMANY—Canned meat of all kinds, canned poultry; canned and preserved fruits, vegetables, fish and fruit juices; cereals and dried vegetables. Direct purchase and agency for southern Germany. Carl J. Eder oHG (importer, wholesaler, agent), Thierschstrasse 25, 8 Muenchen 22, WTD 3/7/63.

JAPAN—Complete lines of canned foods; requests replies from manufacturers only with price lists. Exclusive distributorship. Liebermann Waelchli & Company, S. A. (trading company), No. 2-1 Nagono-cho, Nishi-ku, Nagoya. WTD 5/28/62.

NETHERLANDS—Dried fruits; dried vegetables, canned fruit, canned fruit juices (straight strength, hot pack, frozen) canned vegetable juices, packaged food (processed, dehydrated and natural form), and frozen food (including meat and poultry). Direct purchase and agency. Cleveland B. G. Rettig, Inc. (manufacturer's agent), European Office, 41 Regentesselaan, Bussum, The Netherlands.

SURINAM—Salted and preserved meat such as: heavy navel beef in barrels of 100 and 200 lbs., family beef, boneless in barrels of 100 and 200 lbs., short ribs in barrels of 100 and 200 lbs., pig tails in barrels of 50 and 100 lbs., pork shoulders in barrels of 200 lbs.; canned sardines in tomato sauce (California type); split peas, yellow, first and second quality, in double bags of 100 lbs. Direct purchase and agency. Woei A Sjoe (importer, wholesaler, retailer), Handelmaatschappij, N. V., Jodenbreestraat 19-21, P.O. Box 946, Paramaribo. WTD 4/11/63.

201 Meat Products

ENGLAND—Frozen meat and offals of all descriptions. Direct purchase and agency. George Lonsdale, Ltd., (importer) Boundry House, 91-93 Charterhouse St., London, E.C.1. WTD 4/17/63.

Sausage casings, catgut and various types of canned food products. Direct purchase and agency. Arthur de Wolff (sales agent), Sabian House, 26/27 Cowcross St., Smithfield, London, E.C.1. WTD 4/19/63.

FRANCE—Frozen pork liver in 100 lb. or 25 lb. containers; frozen poultry liver in 30 lb. containers; frozen meat products, beef and pork, boned and others; meat by-products; slaughter house animal by-products and offals. Direct purchase and agency. H. Guichard Etablissements (importer, exporter, wholesaler, commission merchants), 29 Avenue du Jeu-de-Paume, Cauderan, Gironde. WTD 3/28/63.

MALAYA—Canned meats. Hong Bee Hardware Co., Provisions Department (importer, wholesaler), 93 Beach St., Penang. WTD 4/30/63.

SURINAM—Corned beef and luncheon meat. J. Bechan (importer, wholesaler, retailer), Maagdenstraat, 16, Paramaribo. WTD 9/21/62.

203 Canning, Preserving Foods

MALAYA—Canned foodstuffs: vegetables and fruits, fish. Hong Bee Hardware Co., Provisions Department (importer, wholesaler), 93 Beach St., Penang. WTD 4/30/-63.

★★**NETHERLANDS—Trade Mission**

Distributor of household products and foods seeks exclusive distributor of canned foods in Nigeria; W. J. Besseling & Co., P.O. Box 75, Rotterdam. I.R.-8.

Importer of foods seeks agency for con-

centrated juices, canned fruits and canned asparagus; Haagimport, Heerengracht, Amsterdam. I.R.-16.

Importer wants agency for single strength fruit juices, frozen juices and hotpack concentrated juices; N. V. Koopman & Co., 73 de Lairessestraat, Amsterdam. WTD 11/2/62. I.R.-36★

PHILIPPINES—Fishmeal, 65%, minimum protein. San Miguel Brewer, Inc., Poultry & Livestock Feed Division (manufacturer) A. Bonifacio St., Balintawak, Quezon City. WTD 8/17/62.

SAUDI ARABIA—Frozen poultry, frozen vegetables and canned foodstuffs. Bahrain Cold Store Ltd. (importer, retailer, manufacturer, wholesaler, re-exporter) P.O. Box 19, Bahrain. WTD 3/24/63.

Canned vegetables, juices, fruits, meats and sea foods; packaged and bulk rice, wheat flour, and grains, bulk and canned vegetables, oils, shortenings, margarine, and ghee. Ibrahim Saleh Al-Attas (Also known as El Attas) (importer, retailer, wholesaler, and commission agent) P.O. Box 155, Dammam. WTD 3/21/63.

SURINAM—Salted, dried cod fish in bulk. Canned vegetables, fruit, juices. Sausages and sardines in tomato sauce. J. Bechan (importer, wholesaler, retailer), Maagdenstraat 16, Paramaribo. WTD 9/21/62.

204 Grain Mill Products

ECUADOR—1,000 boxes, each containing 160 small 100-gram boxes of corn starch per month. Eduardo Damerval (importer, exporter, commission agent), Malecon No. 2216, P.O. Box 5892, Guayaquil. WTD 3/14/63.

PHILIPPINES—Meat meal, 45% minimum protein. San Miguel Brewer, Inc., Poultry and Livestock Feed Division (manufacturer) A. Bonifacio St., Balintawak, Quezon City. WTD 8/17/62.

207 Confectionery

ENGLAND — Confectionery for popular price markets. Direct purchase and agency for U.K. Steinhouse (Great Britain), Ltd. (importer), 13 Thurlow Rd., London. N.W.3.

JAPAN—A variety of 5-10¢ bar or packaged candies, suitable for sale at supermarkets. Direct purchase and agency. Kagawa & Co., Ltd. (importer, wholesaler, exporter), 19 Sumiyoshi-cho, Higashi Ku, Osaka.

208 Beverages

INDONESIA—Wines and cognac, including foreign brands; if price, delivery time, and service are attractive. C. C. "Gunung Sewu" (importer and exporter), 27 Kertopaten St., Surabaya. WTD 1/14/63.

SWEDEN—Liquors. Nordgren, Ek & Co. (importer, retailer), Norra Skeppsbron 9, Gavle. WTD 2/25/63.

209 Food Preparations

FRANCE—Crude peppermint oil, spearmint oil; orange, lemon and lime essential oils; requests correspondence in French. Societe des Anciens Etablissements Antoine Gaunet (exporter, manufacturer, wholesaler), Route du Col de St. Antoines, Vallauris, A.M. WTD 3/7/63.

MALAYA—Malted and breakfast drinks, excluding soft drinks, coffee-tea substitutes. M. S. Ally & Co. (Penang), Ltd. (importer, exporter, wholesaler, retailer and sales agent), 4 Beach St., Penang, WTD 2/28/63.

Cooking fats. M. S. Ally & Co., (Penang), Ltd. (importer, exporter, wholesaler, retailer and sales agent), 4 Beach St., Penang. WTD 2/28/63.

Ground Coffee. M. S. Ally & Co. (Penang), Ltd., (importer, exporter, wholesaler, retailer and sales agent), 4 Beach St., Penang, WTD 2/28/63.

PHILIPPINES—Soybean meal, 44% minimum protein. San Miguel Brewery, Inc., Poultry & Livestock Feed Division, (manufacturer) A. Bonifacio St., Balintawak, Quezon City. WTD 8/17/62.

PORTUGAL—Tallow. Indústrias Angolanas de Oleos Vegetais, S.A.R.L.,—"INDUVE", (importer, wholesaler, manufacturer), Rua D. Joao V, 27 r/c Dto., Lisbon 2. WTD 3/4/63.

SPAIN—Tallow, other animal and vegetable fats for manufacture of soap. Jabones Beceiro (manufacturer, tallow renderer), Apartado 76, El Ferrol del Caudillo. WTD 1/23/63.

210 Tobacco

SWEDEN—Tobacco products. Nordgren, Ek & Co. (importer, retailer), Norra Skeppsbron 9, Gavle. WTD 2/25/63.

213 Tobacco, Snuff

IRELAND—Tobacco products. J. A. McIntyre and T. Purdie (agents), 32 Castlepark Rd., Sandycove, Dublin. WTD 4/11/63.

220 Textile Mill Products

ECUADOR—Woven materials for manufacture of men's neckties; requests sample book, or swatches of materials. J. C. Banda (manufacturer, importer), P.O. Box 2339, Quito.

ENGLAND—Upholstery fabrics particularly nylon cloth, in substantial quantities; 50" width preferred; 22 oz. per yard. Direct purchase and agency. Charles Martin (sales agent), 28 Colney Hatch Lane, London N.10. WTD 12/14/63.

FRANCE—Printed cotton, silk and manmade fiber fabrics, towels, curtain materials, bedding materials; requests replies in French or German from manufacturers only. Direct purchase and agency. Union Textile de l'Est, U.T.E. (importing wholesaler), 3, Rue du Noyer, Strasbourg (Bas-Rhin). WTD 3/15/63.

IRAQ—Cotton and synthetic textiles. Direct purchase and agency. Abdullah J. Ghazalah (importer, wholesaler, agent), Gharib Jan Bldg., Shorja, Baghdad. WTD 3/20/63.

Cotton, woolen, and synthetic fiber piece goods. Direct purchase and agency. Abdul Kader El Haj Sherif (importer, wholesaler, agent), P.O. Box 10, Baghdad. WTD 3/11/63.

Cotton, woolen and synthetic fiber piecegoods. Direct purchase and agency. Noel Namo (importer, wholesaler, and sales agent), Hashimi Bldg., Mustansir St., Baghdad. WTD 3/5/63.

ITALY—Novelty textiles for women's wearing apparel. Requests replies in Italian or French. La Perla di A. Masotti (manufacturer), 5 Via Marsala, Bologna.

★★ NETHERLANDS—Trade Mission

Importer and agent for textiles wants agency for textiles and yarns, teflon coated fabrics, synthetics, blended fibers, plastic materials, stretch fabrics, woolen and worsted fabrics and synthetic laces; N. V. Koopman & Co., 73 de Lairessestraat, Amsterdam. WTD 11/2/62. I.R.-37.

SOUTH AFRICA—Textiles suitable for the manufacture of dress and sports shirts, pajamas, walking shorts and casual trousers; preferably pure cotton or cotton and synthetic blends. Zenith Clothing Co. (Pty.) Ltd. (manufacturer), 265 Umbilo Road, Durban.

221 Broad Woven Fabric, Cotton

MALAYA — Cotton canvas. Hong Bee Hardware Co., Provisions Department (importer, wholesaler), 93 Beach St., Penang. WTD 4/30/63.

SWEDEN—Window shade cloth. Lemnhults Industri AB (manufacturer), Lemnhult. WTD 3/20/63.

222 Broad Woven Fabric, Manmade Fiber, Silk

NETHERLANDS—Rayon acetate for women's clothing. Direct purchase and agency. M. van Zuiden (sales agent), 790 Keizersgracht, Amsterdam-C.

224 Narrow Fabrics, Other Smallwares

ENGLAND—Ribbons, tapes, novelty items. Direct purchase and agency. C. Bartholomew & Sons Ltd. (importer, sales agent, wholesaler), National Provincial Bank Bldgs., 2-4 Little Britain, London, E.C.1. WTD 4/25/63.

IRELAND—Woolen, synthetic and cotton cloths suitable for use in manufacture of ladies wear. Milne Models, Ltd. (manufacturer), 9 Henry St., Dublin. WTD 4/25/63.

225 Knitwear

SAUDI ARABIA—Wearing apparel: men, women and children under and outerwear. Fawzi & Abd-Al-Raouf Al Jishi (importer, retailer, wholesaler, commission agent) Qatif. WTD 3/31/63.

SWEDEN—Knitted goods of synthetic materials. Direct purchase and agency. AB Hellenic (agent), P.O. Box 5149, Goteborg 5.

227 Floor Covering

SWEDEN—Floor covering material. Byggmastarnas Golv AB (importer, retailer, wholesaler), Grev Turegatan 18, Stockholm. WTD 2/14/63.

228 Yarn, Thread

● **BURMA**—Yarns, polynosic, viscose spun rayon, viscose/ acetate rayon and polynosic/cotton, count 20/1 to 40/2, quantity 225,000 pounds. Bid deadline May 27. The Chairman, Civil Stores Committee No. (2), (Textile/Yarn Imports Branch), No. 77/91, Sule Pagoda Rd., Rangoon.★ (WO 2-4294).

ECUADOR—Acrylic fiber, wool, and elastic yarns for manufacture of knitted goods. Dario Dominguez—Fabrica "Sofil" (manufacturer), Calle Venezuela 465, Quito.

229 Textile Goods

ENGLAND—All types of fur fabric for garments, trimmings, linings, millinery, slippers, upholstery, rugs. Direct purchase and agency. Clark & Terry, Ltd. (merchant), 14 Wellington St. East, Salford 7 England. WTD 3/13/63.

FRANCE—Artificial leather for shoes; correspondence preferred in French or German; requests replies from manufacturers only. Direct purchase and agency. Wolff & Cie. (importing wholesaler), 11, Rue de Wissembourg, Strasbourg (Ras-Rhin). WTD 3/15/63.

Lubricating tape. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

SAUDI ARABIA—Piecegoods: nylon, dacron, rayon and similar man-made synthetic fiber textiles for making wearing apparel for men, women and children. Abdulla and Talib Al-Khamees (importer, retailer, wholesaler, commission agent) Qatif. WTD 3/27/63.

230 Apparel

ENGLAND—Children's wear. Direct purchase and agency. Trilnick Imports, Ltd. (importer), 136-150 Regent St., London. W.T. WTD 3/2/62.

IRAQ—First quality men's and ladies' clothing. Direct purchase and agency. Noel Namo (importer, wholesaler, sales agent), Hashimi Bldg., Mustansir St., Baghdad. WTD 3/5/63.

Men's suits. Direct purchase and agency. Abdullah J. Ghazalah (importer, wholesaler, agent), Gharib Jan Bldg., Shorja, Baghdad. WTD 3/20/63.

ITALY—All types of women's and infants' wearing apparel in wool, cotton and synthetic fibers; lingerie, knitwear, towels and gloves for sale in retail outlets. Requests catalogs and price lists. Organizzazione Grandi Magazzini Dott. A. Pesce (wholesaler, retailer and importer), Via Etnea 321, Catania.

Baseball uniforms and caps, golf apparel, and yachting apparel. Direct purchase and gency. Requests replies in Italian, French; prices quoted FOB New York. Stadium di L. & M. Valbonesi (retailer), 18 Corso Amedeo, Leghorn.

Wearing apparel for all kinds of sports. Direct purchase and agency. Casa della Gomma di A. Baldi (wholesaler, retailer), 21 Largo Duomo, Leghorn.

Hunting wearing apparel and accessories. Direct purchase and agency. Armeria Centrale Corrado Benvenuti S.p.A. (retailer), 30/R Via Pellicceria, Florence.

PHILIPPINES—Men's accessories. Servando's Department Store & Nalco Press (importer, retailer, printer), P.O. Box 11, Araneta St., Bacolod City. WTD 3/22/63.

231 Men's, Youths', Boys' Suits

SAUDI ARABIA—Tropical-weight summer suits—both regular and wash-n-wear, natural and synthetic fiber for both men and women. Kewalram & Sons (importer, retailer, re-exporter, and wholesaler), Bab al-Bahrain Rd., or P.O. Box 84, Bahrain. WTD 3/24/63.

233 Women's, Misses', Juniors' Outerwear

ENGLAND—Textiles, piece goods of all kinds for supplying garment makers of ladies' suits, dresses, skirts, lingerie, rain and casual wear, stretch slacks, swimsuits, men's suits, and slacks. Direct purchase and agency. Victor Leigh (sales agent), 185 Edgewarebury Lane, Edgware, Middlesex. WTD 4/22/63.

Textiles, such as men's, women's, and children's casual wearing apparel. Direct purchase and agency. Toeman Casuals, Ltd. (sales agent), 69 Oxford St., London. W.1.

Medium class fabrics for ladies' dresses. Direct purchase and agency. Wendy Dress, Ltd. (manufacturer), 52-56 Osnaburgh St., London. N.W.1. WTD 4/18/63.

Ladies wearing apparel. Direct purchase and agency. The Mako Artware, Ltd. (wholesaler), 66 Blandford St., Baker St., London. W.1. WTD 4/26/63.

SOUTH AFRICA—Textile piece goods for manufacture of women's, children's outerwear; requests replies from manufacturers only. Sherleys Products (Pty.), Ltd. (manufacturer), P.O. Box 108, George, C. P. WTD 3/26/63.

235 Hats, Caps, Millinery

ENGLAND—Ladies' hats, such as felt, straw, fabric. Direct purchase and agency. The Marida Hat Manufacturing Co., Ltd. (manufacturer, exporter) 1, Dudley St., Luton, Bedfordshire. WTD 4/16/63.

Men's hats such as felt, straw, Panama, fabric. Direct purchase and agency. Erba, Ltd. (manufacturer, exporter, importer, wholesaler). Waverly Works, St. Albans, Herts. WTD 4/16/63.

236 Girls', Children's, Infants' Outerwear

ENGLAND—Textiles such as children's wearing apparel. Direct purchase and agency. Renda, Ltd. (manufacturer), Elsley Court, 20/22 Gt. Titchfield St., London. W.1.

237 Fur Goods

ITALY—All kinds of furs for sale in retail outlets. Requests catalogs and price lists. Organizzazione Grandi Magazzini Dott. A. Pesce (wholesaler, retailer and importer), Via Etnea 321, Catania.

238 Miscellaneous Apparel

ECUADOR—Belts. Requests replies in Spanish. Gilberto Flores B. (importer), Luque No. 329, Casilla 1218, Guayaquil. WTD 4/22/63.

ENGLAND—Textile fabrics for wearing apparel; particularly for ladies' robes and ladies' beachwear, including towelling. Direct purchase and agency. Richard Hecht & Co., Ltd. (importer), 5-7 Denman St., London. W.1. WTD 2/26/63.

Textiles, piece goods for rainwear and sportswear trades. Direct purchase and agency. John M. Anderson, Ltd. (sales agent), 28 Worship St., London. E.C.2. WTD 10/29/62.

Specialties. Direct purchase and agency. The Mako Artware, Ltd. (wholesaler) 66 Blandford St., Baker St., London, W.1. WTD 4/26/63.

ITALY—Raincoats. Direct purchase and agency. Casa della Gomma di A. Baldi (wholesaler, retailer), 21 Largo Duomo, Leghorn.

239 Fabricated Textile Products

DENMARK—Viscose rags (cellulose), floor cloths, dish cloths, dust cloths, terry cloth rags, towels. William Bencke & Co. (importing wholesaler), 1 Langelinie, Odense. WTD 3/19/63.

● **IRAQ**—Tarpaulin, size 30 x 30 ft., quantity 100 pieces. Offers to state earliest shipping date, details of packing, quoted on basis of C&F Basrah, and be accompanied by sample of material. Delivery not later than September 30. Bid deadline June 15. Managing Director, The Iraq Date Trading Co. (government agency), Basrah.

● **SUDAN**—Tarpaulins, flax canvas dyed and impregnated waterproof, color preferably green, size 6:00 x 8:00 meters or nearest, quantity 100 pieces. Bid deadline May 30. Assistant General Manager (Supplies), The Sudan Gezira Board, Barakat.★ (WO 2-4294).

240 Lumber, Wood Products

ENGLAND—Softwood, hardwood, plywood, chipboard, hardboard. Direct purchase and agency. Lumber Products, Ltd. (agent and broker), 120 Bishopsgate, London, E.C. 2. WTD 2/27/62.

ITALY—Silver spruce and cedar (Tabasco, Honduras, Nicaragua) wood. First quality, free from defects and nodes; cedar timber in trunks, minimum diameter 120 centimeters; minimum length 7 meters, silver spruce in boards of usual commercial thicknesses, with minimum length of 6 meters. S.R.L. Cantiere Ezio Carlesi (manufacturer), 60 Via Palestro, Leghorn.

242 Sawmill, Planing Mill Products

FRANCE—Wood for carpentry and cabinet-making; correspondence preferred in French. L. Rival Fils (importer), rue General Ferrie or P.O. Box 172, Cannes, Alpes Maritimes. WTD 5/3/63.

ITALY—Douglas fir and pitchpine lumber; requests replies from manufacturers only. Figli di Dante Santini, di Luigi Tambini (wholesaler, retailer), 19 Via Marconi, Zona Industriale, Ferrara.

243 Prefabricated Structural Wood Products

ENGLAND—Plywood and hardboard veneered panels up to 30' length x 6' width, blockboard hardboard, chipboard, and metal; bonding of metal to metal or wood. Direct purchase and agency. Stanley Smith & Co. (proprietors: Alfred Lockhart, Ltd.) (manufacturer, exporter), Worple Rd., Isleworth, Middlesex. WTD 4/17/63.

FRANCE—Rolling shutters with aluminum or wooden slats; requests replies in French. Direct purchase and agency. Etablissements A. Cazabon (manufacturer), 3 Grande Rue Marengo, Toulouse, Haute-Garonne. WTD 4/24/63.

249 Wood Products

ENGLAND—Proprietary piling. C. Bryant & Son, Ltd. (contractor), Whitmore Rd., Birmingham 10. WTD 4/5/63.

251 Household Furniture

GERMANY—Modern style furniture, including dismountable cabinets, wardrobes, cupboards, lounge chairs, sofas, easy chairs, kitchen furniture, and low-priced make-it-yourself furniture; exclusive commission fee basis for the sale in Germany. Direct purchase and agency. Harry Willems (importer, wholesaler, upholsterer), 32 An der Weide, Bremen. WTD 7/28/61.

SAUDI ARABIA — Plastic housewares. Kewalram & Xonx (importer, retailer, re-exporter, and wholesaler), Bab al-Bahrain Rd., or P.O. Box 84, Bahrain. WTD 3/24/63.

252 Office Furniture

SAUDI ARABIA—Steel furniture: office and household steel furnitures and accessories. Ibrahim Saleh Al-Attas (also known as: El Attas) (importer, retailer, wholesaler, commission agent) P.O. Box 155, Dammam. WTD 3/21/63.

SAUDI ARABIA—Equipment and accessories for offices. Direct purchase and agency. Al-Hahdhah Book Shop (importer, retailer, wholesaler, manufacturer, commission agent) P.O. Box 353, Dammam. WTD 3/31/63.

SPAIN—Metal and wooden furniture for office and commercial use and related products. Direct purchase and agency. Distribuidora Internacional de Productos "Prodix" (manufacturer, agent), Canalejas 213, El Ferrol del Caudillo, La Coruna. WTD 4/17/63.

253 Public Building, Related Furniture

SAUDI ARABIA—Equipment and accessories for schools. Direct purchase and agency. Al-Hahdhah Book Shop (importer, retailer, wholesaler, manufacturer, commission agent) P.O. Box 353, Damman. WTD 3/31/63.

259 Furniture, Fixtures

ENGLAND—Office equipment. Direct purchase and agency. Ponsford, Newman & Benson Ltd. (importer, wholesaler) 5 Broad Street Place, Blomfield St., London. E.C.2. WTD 4/24/63.

FRANCE—Venetian blinds and material and hardware suitable for manufacturing venetian blinds, such as slats, cords, and tapes. Direct purchase and agency. Requests replies in French. Etablissements A. Cazabon (manufacturer), 3 Grande Rue Marengo, Toulouse, Haute-Garonne. WTD 4/24/63.

GERMANY—Unpainted slats and hardware for venetian blinds; requests offers be competitively priced. Saphir Lux (manfacturer, wholesaler of venetian blinds), 18-19 Wermelskirchner Strasse, 5679 Dabringhausen/Rhld. WTD 7/16/62.

260 Paper

ENGLAND — All wrapping products—transparent packaging film rolls, sheets and converted articles or associated products in packaging field. Direct purchase and agency. Holman & Williams, Ltd. (importing distributor, manufacturer), 69 Blackfriars Rd., London, S.E.1. WTD 8/2/62.

261 Pulp Mill Products

ENGLAND—Woodpulp. Direct purchase and agency. Alastair Fraser (Industrial Chemicals), Ltd. (manufacturer's agent), Hammond Bldgs., 6, Queen St., Colchester, Essex. WTD 3/14/63.

■ **KOREA**—Special Alpha and dissolving grade bleached sulfite wood pulp, 30 m.t.; bleached sulfite paper pulp, 80 m.t. CANDF or CIF Pusan by U.S. Flag Vessel. Copies of all offers to be sent to the Bank of Korea, Attention: AID Section, and to the Director, US AID/Seoul, c/o American Embassy, Seoul, PA # 489-901-356-3202. Limited World Wide (901). Quotation deadline June 3. Lucky Chemical Co., 2nd Floor, Hall Eulchi Bldg., 3-ka Eulchiro, Seoul. Cable: FOURCLOVER, Seoul. Ref. No. FFO-SAI-3-305.

■ **MOROCCO**—Prime wet white mechanical spruce wood pulp, 1,700 metric tons, 90/100, standard analytical report. Delivery in three parcels 500 (2 parcels) and 700 metric tons spread over last 6 months of 1963. C&F Kenitra. Only air mailed offers accompanied with samples and supplier's own analysis report accepted. Copy of quotation to be sent to U. S. AID Mission, c/o U.S. Embassy, Rabat, Att: Supply Advisor and to Ministere du Commerce, Direction du Commerce, Rabat. PA#608-591-898-256-2222. Limited worldwide (898). Quotation deadline June 7. Compagnie Marocaine des Cartons et Papiers, B. P. 94, Kenitra.

262 Paper Mill Products

■ **CONGO, REPUBLIC OF**—White air mail paper, 1500 kgs; onion skin, 1500 kgs; extra strong white paper, 3500 kg.; white blotting paper, 3000 kg.; white glazed board, 3,000 kgs; Kraft packing paper, 2500 kg., carbon paper, 2,000 kg.; white glazed board, 3,000 kgs; Offers to be made with samples. Offers considered for the entire quantity only, except for the one-time carbon and blotting paper. PA No. 660-000-355-3203. U.S. Source. Quotation deadline May 31. Imprimerie Nouvelle, 38 Avenue Olsen, B.P. 88, Leopoldville. Quote No. Industries 29, S-2.

GERMANY—Sodium cellulose papers for production of laminated plastics; requests replies from manufacturers only; samples available on loan from Trade Opportunities Staff, BDSA- 111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). Bisterfeld & Stolting, Inh. Ernst Bisterfeld (manufacturer), 9 Bahnstrasse, 5608 Radevormwald. WTD 3/13/63.

SOUTH AFRICA—Newsprint and all types of printing paper; requests samples and F.A.S. quotations from manufacturers only or their sole export house. Direct purchase and agency. Barnet & Lovell (Pty.) Ltd. (importing distributor), P.O. Box 3666, Cape Town.

■ **TURKEY**—M/F multiwall sack Kraft paper, substance 65 gr/M2, 100% brown cellulose, in rolls of 70 and 90 cms wide, dia. of rolls 65 cms. $10,000. Mueyyet Ismen, Galata, Necatibey Caddesi, Gur Han No. 9, Istanbul. Cable: MUEYYETMEN, Istanbul. S/A No. 1631.

■ M/F multiwall sack Kraft paper, substance 65 Gr/M2, 100% brown cellulose, in rolls of 70 and 90 cms. wide, dia. of rolls 65 cms., $5,000. PA#277-591-901-356-3225. Limited World Wide (901). Quotation deadline June 3. Nikola Karaca, Kadikoy, Arayici Basi Sok. No. 18/20, Istanbul. S/A No. 1633.

264 Paper Products

■ **CONGO, REPUBLIC OF**—White writing paper, 10,000 kilos; printing manifold paper, assorted colors, 20,000 kilos; duplicating paper, 20,000 kilos; bleached manila lined No. 62 newsback, 110,000 kilos. Estimated ocean freight New York-Matadi required. Samples of each specification to be enclosed. PA#660-000-355-3203. U.S. source. Quotation deadline May 30. Imprimeri ELITE, Gomes & Ferreira, Succrs., P.O. Box 89.25, Leopoldville.

ENGLAND—Greeting cards, gift wrapping papers, candles, and any items for wholesaling in U.K. to stationery trade. Direct purchase and agency. Orelco, Ltd. (wholesaler), Printing House Lane, Hayes, Middlesex.

ENGLAND—Stationery. Direct purchase and agency. Ponsford, Newman & Benson Ltd. (importer, wholesaler) 5 Broad Street Place, Blomfield St., London. E.C.2. WTD 4/24/63.

SAUDI ARABIA — Stationery supplies. Direct purchase and agency. Al-Nahdhah Book Shop (importer, retailer, wholesaler, manufacturer, commission agent) P.O. Box 353, Dammam. WTD 3/31/63.

SOUTH AFRICA—Printing paper such as bible printing; brush coated art; machine coated, woodfree, super calendered and mechanical S/C—various substances—shipments from 5 to 50 tons per quality; requests replies from manufacturers only. National Commercial Printers, Ltd. (manufacturer), P.O. Box 120, Parow, C.P.

275 Commercial Printing Products

ENGLAND—Popular subject printed reproduction pictures; requests replies from manufacturers only. Abgood Pictures, Ltd., (manufacturer), Woodford Halse, Rugby. WTD 5/2/63.

277 Greeting Cards

SAUDI ARABIA—Greeting and Christmas cards; decorated ready-made or blank cards with/without envelopes of various sizes. Direct purchase and agency. Al-Nahdhah Book Shop (importer, retailer, wholesaler, manufacturer, commission agent) P.O. Box 353, Dammam. WTD 3/31/63.

278 Bookbinding Material

SOUTH AFRICA—Bindery material such as book cloth and imitation book cloth, mull, adhesives, binder's board, cover paper, stitching wire; requests replies from manufacturers only. National Commercial Printers, Ltd. (manufacturer), P.O. Box 120, Parow, C.P.

280 Chemicals

BELGIUM—Urea formaldehyde; polyestyrene; polyethylene; polyvinylchloride; polypropylene. Direct purchase and agency. E. J. Kennes & Co. (importer, wholesaler, exporter, agent), 80 Meir Antwerp. WTD 2/13/63.

DENMARK—Heavy and fine chemicals; requests replies from manufacturers only. Exclusive direct purchase and agency. Dansk Transaco (agency), 33 Amaliegade, Copenhagen K. WTD 3/12/63.

ECUADOR—Materials for manufacture of artificial rubber, dyes, pigments, and all other products required for manufacture of rubber footwear, and components. Luis F. Lozado (manufacturer), Calle Benalcaza 406, Quito.

ENGLAND — Dipentine, lard, lecithin, oleine, phthalic anhydride pinene, pine oil, rosin, stearine, sulphate lye, tall oil products, tallow (technical and edible), dehydrated vegetables, vegetable oils, vegetable pitch. Direct purchase and agency. Fatoils, Ltd. (importer, sales agent), 91/93 Bishopsgate, London, E.C.2. WTD 1/12/62.

Materials for the paint, rubber and allied trades. Direct purchase and agency. The White Sea & Baltic Co., P. & I. Danischewsky Ltd. (manufacturer, exporter, importer), 4 Broad Street Place, London. E.C.2.

FRANCE—Printing products, inks, varnishes; correspondence preferred in French. Siam & Dreyfus (manufacturer), 22-24 rue de Lagny, Montreuil (Seine). WTD 6/25/62.

Chemical products: orthocresols, sodium bichromates, chromic acid, cyanides, diatomeceous earth, pentaerhytritols, fusel oil, petrochemicals and coal tar products; correspondence preferred in French. Cofratal-Cie Franco Italienne de Produits Chimiques (dealer, importer), 3 rue Vignon, Paris 8e. WTD 4/10/62.

Crude chemicals. Direct purchase and agency. S.E.P.P.I.C. (manufacturer), 70 Avenue des Champs Elysees, Paris 8. WTD 4/5/63.

MOROCCO—Cellulose to be used to make paper. Requests replies in French, Spanish. Papelera de Tetuan, S.A. (paper mill), Apartado 433, Tetuan.

PORTUGAL—Pharmaceutical and industrial chemicals of all kinds. Direct purchase and exclusive agency. Sociedade de Drogas Lusitania, Ld. (importer, distributor, sales agent), 121-1° Rua dos Fanqueriors, Lisbon 2. WTD 4/1/63.

281 Industrial Chemicals

ENGLAND—Chemicals and dyestuffs. Direct purchase and agency. Columbia Fur Dressers & Dyers, Ltd. (manufacturer, exporter), 1/5 Lamb Walk, Bermondsey St., London S.E.1. WTD 3/14/63.

FRANCE—Mineral chemical products for manufacture of enamels. Direct purchase and agency. Société d'Equipment Japy (manufacturer), 62 ave des Champs Elysees, Paris 8e. WTD 3/30/62.

Chemicals; cleaning solvents, paint remover. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

First quality industrial chemicals. Direct purchase and agency. Louis Dreyfus, Herschtel & Co. (dealer), 3 Avenue du Coq, Paris 9. WTD 2/14/62.

Insecticides; correspondence preferred in French. Société Chimique Agricole du Centre (manufacturer), La Galboisiere, Zone Industrielle de Saint-Pierre-des-Corps (Indre & Loire).

■ **INDIA**—Tetraethyl lead; inhibitor, composition molecular weight amin tem-

perature limit 560°F, equivalent to Kontol 118, fresh and used catalyst. Loan 386-H-082. U.S. source. Bid deadline June 3. Esso Standard Refining Co., of India, Ltd., Bombay. Bids and inquiries to be sent to F. Rowley, Esso International, Inc., P.O. Box 1551, New York 19, N.Y.

IRAN—Compounds and other chemicals for the manufacture of phonograph records. Mr. Bashir Bandvar (importer, retailer, wholesaler), Record Store, Pahlavi Ave., Tabriz. WTD 6/14/62.

JAPAN—Cerium oxide in crude form. Osaka Kongo Seito Co., Ltd. (manufacturer, exporter), 2-chome, Uehonmachi, Tennoji Ku, Osaka.

■ **PAKISTAN**—Soda ash, $357; light U.S.P.; caustic soda; rengolite C lump; borax; boric acid; sodium bicarbonate, $1355 each, except first item. C&F Karachi. Loan 391-H-056. U.S. source. Bid deadline June 1. Tar Mohamed Ltd. Rambharti Rd., Jodia Bazar, P.O. Box 4073, Karachi. Cable: TANZIM, Karachi. IL#333600.

■ Caustic soda, solid and flakes; soda ash light, sodium bicarbonate; sodium alginate; tin chloride; Rangolite "C" lumps; Waxol P. A., Lissapole N; Borax fine granular. $798 each. Loan #391-H-056. U.S. source. Deadline May 30. Ebrahim Gani, Mohammed Feroz St., Jodia Bazar, Karachi 2. Cable: SUPARIWALA, Karachi.

■ Caustic soda, solid and flakes; soda ash; sodium bicarbonate; sodium alginate; tin chloridel Rangolite "C" lumps; citric acid; waxol, P.A.; lisapole N. Loan 391-H-056. $861 each. U.S. source. Bid deadline June 1. Haji Habib & Co., Mohammed Feroz St., Jodia Bazar, Karachi 2. Cable: HOZEKHOUSAR, Karachi. IL#249017.

■ Caustic soda, solid and flakes; sodium bicarbonate; rangolite C lump; tin chloride; soda ash, appretion; acramine powder & paste; acetic acid; sodium chlorate; potassium chlorate; sodium alginate; formic, tartaric, amyl and phosphoric acids. Loan 391-H-056. Bid deadline May 30. Tayoob Noormohammed, Virji St., Jodia Bazar, Karachi 2. Cable: MOON. IL#344435. Amount $10,852.

■ Ammonia bicarb powder, bleaching powder, caustic soda. Loan 391-H-956. U.S. source. Bid deadline May 29. Sultan Chemicals, Jodia Bazar, Karachi. Cable: ASH KARACHI. IL#334442.★

■ Ethylene urea, 13½ tons; $9,600 coconut mondethanolamide, 5 tons, $3,600; sodium tripolyphosphate, 35 tons, $7,000; dodecylebenzene, 35 tons, $10,000; bacterial diastase, 2 tons, $7,000; sodium toluene sulphonate, 2½ tons, $600. Loan, 391-H-056. U.S. source. Quotation bid deadline June 3. Futehally Chemicals, Ltd., D-86, S.I.T.E., P.O. Box 3613, Karachi 16. Cable: FUTEHCHEM. Import license 242366.

■ Calcium Carbide 50/80 mm. in 100/110/200 lbs. steel drums; caustic soda solid in 700 lb. steel drums; Soda Ash 98% pure in bags. Loan 391-H-056. U.S. source. Bid deadline May 29. Northern Traders, Ltd., 18 Brandreth Rd., Lahore. Cable: NOTRA. IL#22504.

■ Various chemical products—acetyl chloride, acetamide, arsenic trioxide, 216 items. Loan 391-H-056. U.S. source. Bid deadline May 29. Fazal Din & Sons, 53, The Mall, Lahore. Cable: LOTUS, Lahore. IL#224457. C&F Karachi.★

■ Various dyes and pigments: acramin, vat violet, procien, assorted colors and C.I. numbers. Amount approx. $15,120. Loan 391-H-056. Bid deadline June 3. Ebrahim Gani, Jodia Bazar, Karachi 2. Cable: SUPARIWALA, Karachi. IL#334387.★

■ **PAKISTAN** — Naphthols, trivamine, various colors, anthrasol, phorwhite; phatalogen. Various color indexes and quantities. Loan 391-H-056. U.S. source. Bid deadline June 4. S. Mohd. Shafi and Sons, Virjee St., Jodiya Bazar, Karachi. IL#254413.★

■ Caustic soda, solid and flakes, soda ash; soda bicarb; boric acid; borax; caustic potash; chromic acid; potassium bichromate; sodium alginate; rangolite. Various quantities; long list of dyes to be imported from U.S., 54 items. Loan 391-H-056. U.S. source. Bid deadline June 4. Crescent Agencies, Ltd., 34 Chartered Bank Chambers, McLeod Rd., Karachi. Cable: FORLINK. IL Nos. 331986 & 249835.★

■ Caustic soda flakes, 20 drums; soda ash, 50 bags; sodium bicarbonate B. P. standard, 300 bags; sodium alginate-834, 200 lb. drums, 50 drums; waxol pah, 50 drums of 112 lbs.; sterox N. J. in usual packing, 20 drums; santomerse 85, 20 drums. Calsolin oil HS, 20 drums; borax granular, 100 bags. Loan 391-H-056. U.S. source. Bid deadline June 4. Yusuf & Co., 737/1 Daryalal St., Jodia Bazar, Karachi 2. Cable: GULEANA. IL#334379.

■ **TAIWAN**—Dioctyl phthlatem 15 m.t. (700 cu. ft.), packed in new iron drums of 440 lbs. net. C&F Keelung/Kaohsiung. Ref. 049. PA#484-390-000-253-3213. U.S. source. Quotation deadline June 3.

■ Darex compound, DA B-31, packed in 519 lb. steel drum, 54 drums. PA#484-390-000-253-3218. U.S. source. Central Trust of China, Purchasing Department, 68 Yen Ping Nan Rd., Taipei.

■ **TAIWAN**—C. C. I. brand carbon blacks, roller shaped, in beads; Cabot brand carbon blacks, Spheron 9, Sterling S, Vulcan 3, Sterling SO, Regal 300. All packed in 50 lbs. multiwall bags. PA#484-390-000-253-3213. U.S. source. Quotation deadline May 30. Nankang Rubber Tire Corp., Ltd., 66-1 Nanking Rd. West. Ref. No. 046.

■ Alkyl benzene, oronite alkane 56, in 400 lb. drums; 700,000 lbs, sodium tripolyphosphate (P_2O_5 57% up, Monsanto TR-8), in triotex 100 lb. bags, 900,000 lbs.; sodium carboxymethyl cellulose, Hercules CMC-CT grade, in multiple paper bags of 100 lbs., 30,000 lbs. CIF Keelung. PA#484-390-000-253-3213. U.S. source. Quotation deadline May 28. Lee Tai Chemical Co., 57 Chung King S. Rs., 1st Section Taipei. Cable quotations acceptable. Ref. No. 045.

■ Victor caldent dicalcium phosphate, 180,000 lbs.; packed in 100 lb. triotex jute bags. CIF Taiwan. PA#484-390-000-253-3213. U.S. source. Bid deadline May 29. Hawley & Hazel Chemical Co., Ltd., Taipei. Cable: HAZELCOMP, Taipei.

■ "Victor", dicalcium phosphate, dentifrice grade, 90,000 lbs. Performance bond: $100. In 60 lb. paper bags. CIF Taiwan. PA#484-390-000-253-3213. U.S. source. Quotation deadline May 29. Taiwan Hsin Yeh Chemical Co., Ltd., 5 Nanking Rd., West. Cable: "7224", Taipei. Ref. No. 046.

■ **TURKEY**—Dioctyl phtalate. $8,000. PA #277-390-901-356-3223. Limited worldwide (901). Quotation deadline June 3. Sark Plastik Sanayi, Ltd., Sti. Sultanhaman, II inci Vakif Han 8/14, Istanbul. S/A No. 27. CIF.

■ Liquid barium cadmium stabilizer, for extremely light colored products; $27,000; a particularly hydrogenated mixture of isometic terphenyls, used for secondary plasticizer, colorless, flash point 174°C±6. $5,000. PA#277-390-901-356-3214. Limited world wide (901). Quotation deadline June 3. Derby Plastik Fab. Kol. Ort. Leon Amram Ve Ortaklari, Bakirkoy Kartaltepe Aksu cad. 15, Istanbul. Cable: DERNOLIT, Instanbul. S/A No. 14.

■ Monomeric epoxy esthers, octyl epoxy stearate, liquid; mixture of 95% barium cadmium laurate stabilizer, powder; gravity 1280-1350; 5% organo phosphate of sodium. $40,040. PA#277-390-901-35[illegible] 3214. Quotation deadline June 3. Derb[illegible] Lastik Fabrikasi A. S. Bahcekapi Kutlu Han No. 21, Istanbul. Cable: CIZME, Istanbul. S/A No. 21.

■ **VIETNAM**—Polyethylene resin for power cable insulation, natural color, standard grades, 22,000 lbs. Offers reviewed on C&F basis only. FOB and freight costs indicated separately. 100% U.S. flag vessel. Limited world wide (901). Bid quotation deadline May 29. To Hop Thanh My Plastics, 444-446 Hai Ba Trung, Saigon. Copy of each offer to be sent to Director General of Commerce, 59 Gia-Long, Saigon.

■ Caustic soda flakes, 140 m.t., in steel drums, on scheduled liners. Bidders must show clearly FOB vessel price and ocean freight on proforma invoices (6 minimum). C&F only. FOB & Freight indicated separately. Copy of each offer to be sent to Director General of Commerce, 59 Gia-Long, Saigon. Limited world wide (901). Quotation deadline June 12. Brasseries & Glacieres de l'Indochine, 6 Hai Ba Trung, Saigon.

282 Synthetic Materials

■ **CONGO, REPUBLIC OF**—PVC compound, 100,000 lbs., especially adopted for injection molding of sandals, translucent, packed in heavy Kraft polyethylene lined bags of 50 lbs. Prices to be quoted on FOB port of shipment, U.S. east coast basis. PA#660-000-355-3204 U.S. source. Bid deadline May 25. Zaki Kattan, P.O. Box 1146, Leopoldville.

ECUADOR—Rubber for manufacture of shoe heels and soles; requests replies from manufacturers only. Luis F. Lozado (manufacturer), Calle Benalcazar 406, esq. Calle Bolivar, Quito.

ENGLAND—P.V.C. rigid and flexible sheet, tube, and extruded profiles; polythene sheets, blocks, solid mouldings, rods, and tube. Polypropylene sheets, blocks; "ignicide" flameproofed; bonding laminated plastics to plywood. Direct purchase and agency. Stanley Smith & Co. (proprietor; Alfred Lockhart, Ltd.,) Worple Rd., Isleworth, Middlesex. WTD 4/17/63.

FRANCE—Polytetrafluonoethylene in rod, sheet, tube, tape form. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

GERMANY—Special plastic material for wire insulation. Sueddeutsche Kabelwerke (manufacturer, exporter), 245-250 Waldhofstrasse, P.O. Box 2063, Mannheim. WTD 4/25/63.

ISRAEL—Polypropylene resins. Direct purchase and agency. M. A. Altabeb, Ltd. (importer, agent), 18 Bezalel-Yaffe St., P.O. Box 1229, Tel Aviv. WTD 1/18/62.

ITALY—Synthetic rubber, 500 tons annually. A. Parmeggiani & Figli (manufacturer of recapped tires, rubber technical articles), Viale Palmanova 246/8. Udine. WTD 8/1/62.

■ **PAKISTAN**—Thermoplastic moulding compound; unwrought plastic sheets; pigments and dry colours. Loan O. 391-H-056. U.S. source. Bid deadline May 29. Plastiko Industries, Valika Chambers, South Napier Rd., Karachi 2, Cable: RAFEECOR. IL#245055. Amount $42,317.★

■ Cellulose acetate; P.V.C.; Polyethylene natural, color and high density; polystyrene crystal and colored; backlite. Loan 391-H-056. U.S. source. Bid deadline June 1. Zia Plastics Industries, O. T. 5/114, Khawing Pir Lane, Mithadar, Karachi. IL#330615. $6,926.

■ Polyvinyl Chloride, P.V.C. compound, insulating grade, red, blue, yellow, sheathing grade, grey, black. Quoted by lb. U.S. dollars. In 50 lb. jute bags. Shipment

soonest, no later than June 30, U.S. flag vessel only. Loan 53. U.S. source. Bid deadline May 27. Pakistan Cables, Ltd., B/21, Sind Industrial Trading Estates, Manghopir Rd., P.O. Box 5050, Karachi 16. RM 041893. Amount $67,620.★

■ Thermo-plastic moulding compound, Polyethylene. Loan 391-H-056. U.S. source. Bid deadline May 29. Churigar Plastic Industries, 20 Quettawala Bldg., Marriot Rd., Karachi, Cable: CHURICO, Karachi. IL#254116. Amount $15,750.

■ **PAKISTAN**—Cellulose acetate; P.V.C.; polyethylene, natural, colored, high density; polystyrene, crystal and color; bakelite; cellulose acetate butrate. Loan 391-H-056. U.S. source. Bid deadline June 4. Maxwell Plastic Industries, Lawrence Rd., Karachi. IL#226150. Amount $5,834.

■ Thermo plastic moulding compounds, polystyrene, assorted colors, 30,000 lbs., alkathene, assorted colors, 20,000 lbs.; cellulose acetate, transparent yellow, 10,000 lbs. Loan 53. U.S. source. Bid deadline May 28. East Pakistan Industries, 266 Tejgaon Industrial Area, Dacca. Cable: HAJICO, Dacca.

SOUTH AFRICA—All types of plastic sheetings of .003 to .008 gauge and 48 to 54 inch width; requests replies from manufacturers only or their sole export house. Direct purchase and agency. Kamener Agencies (independent agent), 30 Waterkant St., Cape town. WTD 2/20/63.

SWEDEN—Plastic sheeting suitable for window shades. Lemnhults Industri AB (manufacturer), Lemnhult. WTD 3/20/63.

■ **TAIWAN**—Polyethylene, high pressure, film grade, 200,000 lbs, packed in multiply paper bags, 50 lbs. net. CIF Keelung. PA#484-390-000-253-3213. U.S. source. Quotation deadline May 31. Yung Nan Hong, 75 Wing Foo Rd., Tainan. Ref. No. 047.

■ **TURKEY** — Polystyrene, polyethylene compounds, approx. 37,000 lbs. PA#277-390-901-356-3223. Limited worldwide (901). Bid deadline June 7. Maummer Yuceler, Uzuncarsi buyuk okur han No. 6, Istanbul. S/A No. 31/79455.

■ Polyvinyl Chloride shoe compound in granules, specific gravity 1.17-1.19, hardness durometer, A: 57-67. To be used for injection molding of footwear. $20,726. PA#277-390-901-356-3223. Limited worldwide (901). Bid deadline June 10. Akgerman Lastik Esya Fabrikasi, 1471 Sokak No. 18, Ismir. S/A No. 702/30400.

■ PVC powder, suspension grade, used in granulation of thermoplastic compound for electrical wire coating. K value and specific gravity: 65; and/or PVC powder emulsion grade, for production of plastisol for spreading on textile fabrics, packed in multiple paper bags lined with polyethylene, weighing 25 kgs., or 50 lbs. each. Amount $15,575. Cost and freight, Istanbul. Primary plasticizer for use in production of PVC compounds and pastes D.O.P. In steel drums of 200 kgs., each. Amount $16,000. C&F Istanbul. PA No. 277-390-901-356-3223. Limited world wide (901). Bid deadline June 6. Kavel Kablo ve Electrik Malzemesi Ltd., Sti.-Cayirbasi sokak No. 1, Istinye-Istanbul. S/A No. 1/30.

■ P.V.C. powder, suspension type, for use in granulation of thermoplastic compound for electric wire coating. K value: 65. Specific gravity: 1.4. Packed in multiple paper bags lined with polyethylene, weighing 25 kgs., of 50 lbs. each and/or PVC powder emulsion type, for production of plastisol spreading on textile fabrics, same packing. Amount $17,480. C&F Istanbul. PA No. 277-390-901-356-3223. Limited world wide (901). Bid deadline June 6. Kavel Kablo ve Electrik Malzemesi, Ltd., Sti.-Cayirbasi sokak No. 1, Istinye-Istanbul. S/A No. 1/423.

■ P.V.C.; polyethylene; polystyrene. $9,420. PA#277-390-901-356-3223. Limited worldwide (901). Quotation deadline June 3. Mahmut Demir, Bestekar Basri sokak Malatya Han No. 1, Istanbul. Cabled quotations accepted. S/A No. 136.

■ Dioctyl phthalate, $10,166, S/A No. 165; polyvinyl chloride, $15,000 S/A #166. PA#277-390-901-3223. Limited worldwide (901). Quotation deadline June 3. Oropaint Koll Sti. A. Kabadayi ve S. Hayim, Arpa Suyu Kokak No. 25 Bomonti, Istanbul. Cable: OROPAINT, Istanbul.

■ Polystyrene virgin crystal and assorted colors; polyethylene, low and high density. $5,500. FOB. PA#277-390-901-356-3223. Limited worldwide (901). Quotation deadline June 3. Rekor Plastik Kol Sti. Ilya Petalas ve Refail Penso, Suruti, Ufak kopru Sok. 10, Kasimpasa, Istanbul. Cable: REKOR PLASTIK, Istanbul. S/A No. 140.

■ Polyvinyl chloride. $12,000. PA#277-390-901-356-3223. Limited worldwide (901). Quotation deadline June 3. Oropaint Koll Sti A. Kabadayi ve S. Hayim, Arpa Suyu Kokak No. 25 Bomonti, Istanbul. Cable: OROPAINT, Istanbul. S/A No. 164.

■ Hercules sodium carboxy methyl cellulose, 4,000 kg.; same, high premium, 550 lbs.; delrin, (-OCH2-)n, 750 kg.; liner polyethylene, 1 ton. PA#277-390-901-356-3223. Limited worldwide (901). Quotation deadline June 3. Eczacibasi Ilaclari Ltd., Sirketi Mumhane Caddesi 109, Galata/Istanbul. Cable: IMBIK, Istanbul. S/A No. 1/303.

■ Polyvinylchloride powder, $198,000; emulsion type, same; $40,000, same, paste resin, $40,000; dioctyl adipate plasticizer, $33,000. PA#277-390-901-356-3223. Limited worldwide (901). Quotation deadline June 3. Derby Plastik Fab. Kol. Ort. Leon Amram Ve Ort., Bakirkoy, Kartalepe Aksu cad. No. 116, Cable: DERNOLIT, Istanbul. S/A Nos. 15, 16, 17, 18, 19, 169.

■ Butyl benzil phthalate; dioctyl phthalate; P.V.C. suspension powder. $13,244. FOB. PA#277-390-901-356-3223. Limited worldwide (901). Quotation deadline June 3. Yako Alfandari A. Almozlinos ve Ortagi Kollektif Sirketi, Balat, Bereket Sokar 40/1. Istanbul. S/A No. 134.

■ Butyl benzil phthalate; dioctyl phthalate; PVC suspension powder. $7,290. FOB. PA#277-390-901-356-3223. Limited worldwide (901). Quotation deadline June 3. Yako Alfandari A. Almozlinos ve Ortagi Kollektif Sirketi. Balat, Bereket Sokak 40/1, Istanbul. S/A No. 133.

■ Polyvinyl chloride granulated. $9,350. FOB. PA#277-390-901-356-3223. Limited worldwide (901). Quotation deadline June 3. Felatun Tuglu, Rami Tasli Tarla Ulu Yol Cad. No. 58, Istanbul. S/A No. 102.

■ PVC, polystyrene, polyethylene. $5,135. PA#277-390-3901-356-3223. Limited worldwide (901). Quotation deadline June 3. Felton Lastik Fabrikasi, Felatun Tuglu, Rami, Taslitarla, Uluyol cad. No. 58, Istanbul, S/A No. 106.

■ Synthetic rubber, neoprene and various grades. $5,000 FOB PA#277-891-901-356-3232. Limited worldwide (901). Quotation deadline June 3. Sayben Kollektif Sirketi, Beyazit, Tiyatro Caddesi No. 17, Istanbul. Cable: SAYBENKOL, Istanbul. S/A No. 001640.

■ Mixture of flexible and rigid polyester resins, water clear fast gelling, long life, for making button sheets three orders of $5,000 each. PA#277-390-901-356-3223. Limited worldwide (901). Quotation deadline June 3. Ilkalem Ticaret ve Sanayi, Ltd., Sti. Beyoglu Istiklal cad. 465/46. Istanbul. Cable: ILKALEM, Istanbul. S/A No. 1/11, 1/140 and 1/389.

■ Fully translucent urea formaldehyde powder in natural and colors for manufacture of men's buttons. $7,598. PA#277-390-901-356-3223. Quotation deadline June 3. Misel Grunfeld, Tahtakale Tomruk Tecim han 50/1-3, Istanbul, S/A No. 139.

■ Polyethylene, 2,500 Kgs.; Polystyrene, 2,000 kgs.; Polyvinyl, 7,000 kgs.; Cellulose Acetate, 400 kgs., different color, packed in 22,700 kilogram paper bags. C&F Istanbul. PA#277-390-901-356-3223. Quotation deadline June 3. Inci Plastik, Mehmet Hasan Vatandust ve Semsettin Oney Kollektif Sirketi, Eminonu-Asmaalti Cd., 63, Istanbul. S/A No. 115.

■ Snythetic rubber, SBR 109, Ameripol, Goodrich-Gulf, or equal, $3,000; synthetic rubber SBR 1707, non-pigmented, Goodrich-Gulf, or equal, $2,000; Hycar Nitrile, 1041, Goodrich, or equal, $1,028; same, 1051, $1,028. CIF. PA#277-891-901356-3232. Limited World Wide (901). Quotation deadline June 3. Ikiz Lastik Fabrikasi-Aleksandros Halkusi Kazlicesme, Muezzin Hasan sokak No. 2, Istanbul. S/A No. 1614.

■ **VIETNAM**—Polyvinyl Chloride resin, for making compound in crystal transparent grade, 63,800 lbs. C&F only. FOB & Freight costs to be indicated separately. U.S. Flag Vessel. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. Limited World Wide (901). Quotation deadline June 10. Ufiplastic Cong Ty, 4 Thi Sach, Saigon.

■ Plaskon nylon for the extrusion of mono-filament for fishing lines and nets, 44,000 lbs. Limited World Wide (901). Quotation deadline June 10. Saigon Manufacturing Co., (SAMACO), 14 Ton That Dam, Saigon. C&F only. FOB and freight indicated separately. 100% U.S. Flag Vessel. Copy of each offer to be sent to Director General of Commerce, 59-Gia-Long, Saigon.

■ PVC compound plastic resin for raincoat type vinyl fil extrusion, 88,000 lbs; Polyamide resin for extrusion of mono-filaments of fishing lines and nets, 22,000 lbs. C&F offers only, U.S. Flag vessels. Copy of each offer to be sent to Director General of Commerce, 59 Gia-Long, Saigon. Limited World Wide (901). Quotation deadline June 10. Vietnam Industrial Corp., 57 Le Quoc Hung, Khanh Hoi, Saigon.

283 Drugs

DENMARK—Fine chemicals and pharmaceutical specialties, except penicillin. Direct purchase and agency. Biofac A/S (importer, agent, manufacturer, exporter), 18 Vesterbrogade, Copenhagen V. WTD 3/6/63.

ENGLAND—Veterinary pharmaceuticals; vitamin products; mineral injections. Direct purchase and agency. The Crown Chemical Co., Ltd. (manufacturer, exporter, wholesaler), Lamberhurst, Tunbridge Wells, Kent. WTD 4/10/63.

Pharmaceutical, medical products. Direct purchase and agency. J. Waterhouse & Co., Ltd. (manufacturer, exporter, importer, wholesaler, sales agent), 6, Church St., Ashton-under-Lynn, Lancashire. WTD 4/10/63.

FRANCE—Chemical products. Direct purchase and agency. Compagnie Olivier (dealer), 25 rue d'Astorg, Paris 8.

GERMANY—Tropic acid, tropinic acid; pure or purest; requests price quotations c.i.f. Hamburg or Bremen. Sanol-Arzneimittel Dr. Schwarz GmbH (manufacturer), 18 Frohnkamp, 4019 Monheim (Rheinland). WTD 2/7/63.

● **IRAQ**—Organic and inorganic pharmaceutical chemicals and galenicals, sulfa drugs, tinctures, ointments, narcotics, vitamins, Tender #12/63, bid deadline June 16. Terms and specifications may be obtained from Central Foreign Purchasing Board, Ministry of Finance, Baghdad, $5.60 per copy plus $0.75 air mail charges.★ (WO 7-2239).

NORWAY—Prostheses of teflon for surgery; particularly for heart surgery and

artificial arteries. Medico A/S (importing distributor and wholesaler), 14 Frognerveien, Oslo. WTD 10/16/62.

PAKISTAN—P.V.C. compound equivalent to B.S.S. BS 2746. Multi Mechanical Industries (manufacturer), Ganj, P.O. Moghulpura, Lahore. WTD 2/20/63.

■ Cecon solution; Benhectal; vidaylin drops; daylets; esdavit pearls; redisol, 43 items. Loan 53. U.S. source. Bid deadline June 1. Amin Feroz & Co., 120 Serai Rd., P.O. Box 4244, Karachi 2. S/A No. RM 033461. ★

■ Various vitamins, thiamin hydrochloride, coated ascorbic acid, panthenol. Loan 53. U.S. source. Bid deadline May 27. Umersons Laboratories, H/241-A, Tali Shahan, Rawalpindi, West. Cable: REXUMBER, Rawalpindi. IL#120952. Additional conditions and requirements. ★

■ Large assortment drugs, vitamins, acids, well known brands, 343 items. Loan 391-H-056. U.S. source. Bid deadline June 2. Fazal Din & Sons, 53—The Mall, Lahore, Cable: LOTUS, Lahore. IL#224456. Additional requirements. ★

PHILIPPINES—Vitamin B-12 supplement for livestock feed additive. San Miguel Brewery, Inc., Poultry and Livestock Feed Division (manufacturer) A Bonifacio St., Balintawak, Quezon City. WTD 8/17/62.

SOUTH AFRICA—Veterinary medicines and appliances to be used for treatment of sheep. Kooperatiewe Wolmaatskappy Beperk (broker, supplier of veterinary requirements), 1539 South Coast Rd., Mobeni, Durban.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

ENGLAND—Toiletries. Direct purchase and agency. Ponsford, Newman & Benson Ltd., (importer, wholesaler) 5 Broad Street Place, Blomfield St. London. E.C.2. WTD 4/24/63.

GERMANY — Perfumes, cosmetics and similar products; requests replies from manufacturers only. Exclusive distributorship for Germany. Intercos-Buer K. G. (importer and manufacturer), 72 Friedrich-Schmidt-Str., 5 Koeln-Braunsfeld. WTD 3/12/63.

■ **PAKISTAN**—Mercerol QW; ceranine HCS Conc. 370%; imrol S.; sandopan UT; sandopan DTC; sodium alginate; waxol pan; caustic soda (22 items). C&F prices to be quoted. Loan 391-H-056. U.S. source. Bid deadline May 29. S. Aboobaker Co., 70 Usman Manzil, Bombay Bazar, Karachi 2. Cable: PROMINENT. Import license 334431. ★

PORTUGAL—Animal fats. Indústrias Angolanas de Oleos Vegetais, S.A.R.L.,-"INDUVE" (importer, wholesaler, manufacturer), Rua D. Joao V, 27 r/c Dto., Lisbon 2. WTD 3/4/63.

SAUDI ARABIA—Domestic soaps and detergents. Ibrahim Salem Al-Attas (also known as El Attas) (importer, retailer, wholesaler, commission agent), P.O. Box 155, Dammam. WTD 3/21/63.

■ **TAIWAN**—Phosdrin emulsifiable concentrate, 700 gallons, 2 lbs. per gallon, active ingredient 2-carbomethoxy-1-methylvinyl dimethyl phosphate, alpha isomer 60% and related compound 40%, packing, 1 gal. pail with lined tight head. PA No. 484-236-000-253-3002. U.S. source. Bid deadline May 31. Central Trust China, Purchasing Department, 68 Yen Ping Nan Lu, Taipei. Cable: TRUSITRUS. Invitation CP2-2088. Specifications available from Joseph C. Wei, Acting Director, Division for Central Trust of China, Chinese Government Procurement & Services Mission, Room 1680, 50 Church St., New York 7, N.Y.

THAILAND—Hair spray in aerosol containers. Direct purchase and agency Chula Company (importer, wholesaler, manufacturers' agent, commission merchant), 117 Sampeng St., Bangkok.

■ **TURKEY**—Biolase C12, and P12, for desizing starch from gray goods; 5,000 kgs.; Velustrol HSP, softening agent, 3,000 kgs.; Fenafix LT, resinous solution for textile industry; 7,000 kgs.; Leophen BN, wetting agent, 10,000 kgs.; sol developer gan, solvent, 500 kgs.; Solidegal GL, levelling agent, 1,000 kgs.; solution Salt BN, soluble agent, 3,000 kgs., Humectol RS, textile auxiliary, 1,000 kgs. PA#277-390-901-356-3214. Limited worldwide (901). Quotation deadline June 3. Mensucat Santral TAS—Kazlicesme, Demirhane Cad., 126, Istanbul.

285 Paints, Varnishes, Lacquers, Enamels

ECUADOR — Nitrocellulose paints and disolvents. Requests replies in Spanish. Camas y Colchones, S.A., C.I.C.S.A. (importer), Boyaca No. 1418, P.O. Box 3526, Guayaquil. WTD 4/17/63.

FRANCE—Wall and floor coatings. Direct purchase and agency. Les Parquets Cavoit (manufacturer), 4 rue Chauveau Lagarde, Paris 8. WTD 2/8/63.

286 Gum, Wood Chemicals

SAUDI ARABIA—Cameras, still. Kewalram & Sons (importer, retailer, re-exporter, wholesaler), Bab Al-Bahrain Road, or P.O. box 84, Bahrain. WTD 3/24/63.

287 Agricultural Chemicals

■ **VIETNAM**—Fertilizer procurement, conforming to U.S. Specifications, ammonia sulphate; urea; potassium chloride; tricalcium phospate. Total quantity 27,000 m.t. Bid deadline May 28. Limited worldwide (901). PA#s. 430-230-901-365-3005, 3007 & 3011. The Director General of Commerce, 59-Gia-Long, Saigon. Cable: MINECO. Additional conditions and information.★

289 Chemical Products

ENGLAND—Protective coatings, rust inhibitors, rust solvents, corrosion resistant coating materials. Direct purchase and agency. Beryllium Smelting Co., Ltd. (manufacturer, importer, exporter, wholesaler), 36/38 Southampton St., London, W.C.2. WTD. 11/9/62.

FRANCE—Fluid products for marking and identification. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

Crude peppermint oil, spearmint oil; orange, lemon and lime essential oils: correspondence preferred in French. Societe des Anciens Etablissements Antoine Gaunet (exporter, manufacturer, wholesaler), Route du Col de St. Antoines, Vallauris, A.M. WTD 3/7/63.

GERMANY—Synthetic lubricating oils of all sorts; correspondence preferred in German. Deutzer Oel Gesellschaft mbH (wholesaler), 10 Elsa-Brandstroemstrasse, 5 Koeln. WTD 3/21/63.

ITALY—Cement, free from benzol and any other poisonous solvent, used in cementing shoe soles to vamps. Calzature Rondine di Mario Fantacci & Co. (manufacturer), 7 Via Cinelli, Signa (Florence).

291 Petroleum Refining

GERMANY—Fuel oils of all sorts. Schunck & Dreschmann (importer, wholesaler), 16 Friesenplatz, 5 Koln. WTD 3/7/63.

Fuel oils of all sorts; correspondence preferred in German. Walter Luetcke K. G. (wholesaler, retailer), Postfach 43, 5 Koeln-Suelz. WTD 3/21/63.

Lubricating oils and greases for automobiles and industrial purposes. Tonius Hilbert (wholesaler), Postfach 52, 4407 Emsdetten. WTD 3/6/63.

IRELAND—Petroleum, garages. J. A. McIntyre and T. Purdie (agents), 32 Castlepark Rd., Sandycove, Dublin. WTD 4/11/63.

■ **KOREA**—Paraffin wax, semi refined 145/140 AMP, 200 m.t. C&F or CIF Pusan, by U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 7. Pan East Ind. Co., Ltd., 112-23, Sokongdong Chungku, Seoul. Cable: INPANEAST, Seoul.

■ Paraffin wax, semi-refined 145/155 AMP, 300 m.t. CIF San Francisco, Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Bid deadline June 7. Pan East Ind. Co., Ltd., 112-23 Sokongdong Chungku, Seoul. Cable: INPANEAST, Seoul. Ref. FFO-SAI-3-349. Copy of all offers to be sent air mail to Bank of Koream Seoul, Att: AID Section and to Director, U.S. AID Mission, c/o U.S. Embassy, Seoul.

SAUDI ARABIA—Motor oil and lubricants. Ibrahim Saleh Al-Attas (also known as: El Attas) (importer, retailer, wholesaler, commission agent), P.O. Box 155, Dammam. WTD 3/21/63.

295 Paving, Roofing Materials

GERMANY—Bituminous or epoxy-based, tar-free, frost and heat resistant, skid-free paving mixtures for roads and bridges; requests replies from manufacturers only. Exclusive distributorship and commission agency for Germany. Industrie-Agentur Becker & Co. (sales agents, importer), Donandtstrasse 4, Bremen.

300 Rubber, Plastics Products

FRANCE—Hoses, fuel, air, water, chemical and special. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

ITALY—Rubber and plastic items of all kinds; for building industry, agricultural use, industrial use. Direct purchase and agency. Casa della Gomma di A. Baldi (wholesaler, retailer), 21 Largo Duomo, Leghorn.

■ **GUINEA, REPUBLIC OF**—Tires and tubes, various sizes and quantities, patches for inner tubes for passenger vehicles, 2,000; same for trucks. PA#675-000-221-2202. U.S. source. Bid deadline May 30. Transmat, P.O. 258, Conakry. S/A No. 22/62. Copies of all offers must be submitted to The Embassy of Guinea, Commercial Section, 2112 LeRoy Place, N.W., Washington 8, D.C., and 2 copies to buyer. Under GSA Defense Materials Service procedure.

IRAQ—Complete line of automobiles, trucks and tractor tires; requests replies from manufacturers only. Exclusive direct purchase and agency. S. Mahrook & A. Abbawi Trading & Transport Co. (importer, wholesaler, retailer, agent), 12/9/1 South Gate, Baghdad. WTD 12/17/62.

■ **PAKISTAN**—Tires and tubes N.O.S., excluding factory rejects, IV/R/5. Loan 53. U.S. source. Bid deadline May 28. International Traders, Ltd., Electric House, Inverarity Rd., P.O. Box 7146, Karachi 4. S/A No. RM 041891. $5,250.

● **VIET-NAM**—148 tires and 135 tubes of various sizes. Tender 0856-19043, bid deadline May 29. Central Purchasing Authority, P.O. Box H-5, Saigon.★ (WO 7-3381).

302 Rubber Footwear

ITALY—Overshoes. Direct purchase and agency. Casa della Gomma di A. Baldi, (wholesaler, retailer), 21 Largo Duomo, Leghorn.

303 Reclaimed Rubber

ECUADOR—Rubber for manufacture of shoe heels and soles; requests replies from manufacturers only. Luis F. Lozado (manufacturer), Calle Benalcazar 406, esq. Calle Bolivar, Quito.

306 Fabricated Rubber Products

FRANCE—Insulation materials, non preformed. Packing materials. Tapes, pressure sensitive. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

SINGAPORE—Perforated rubber foam used for manufacture of brassieres; average thickness to be in three sizes: ⅛", ¼", and ⅜". The United Agencies, Ltd. (importer, wholesaler, exporter, commercial merchant, agent), 124/126 Owen Rd. WTD 4/23/63.

SWEDEN—Hard rubber combs. Direct purchase and agency. AB Alexander Graf (agent, manufacturer), Halmstad.

307 Plastics Products

ENGLAND—Plastic equipment for scientific, medical and industrial usage. Direct purchase and agency. X-Lon Products, Ltd. (manufacturer, importer, exporter, wholesaler), 48 Gillingham St., London, S.W.1. WTD 4/19/61.

Plastic containers. Direct purchase and agency. Luralda, Ltd. (manufacturer, importer, exporter), Leven Rd., London. E.14.

FRANCE—Plastic materials for shoes; correspondence preferred in French or German; requests replies from manufacturers only. Direct purchase and agency. Wolff & Cie. (importing wholesaler), 11, Rue de Wissembourg, Strasbourg (Bas-Rhin). WTD 3/15/63.

ITALY—Plastic materials for manufacture of shoe vamps and soles. Calzature Rondine di Mario Fantacci & Co. (manufacturer), 7 Via Cinelli, Signa (Florence).

310 Leather, Leather Products

FRANCE—Real and artificial leather, shoe findings and materials for shoe repair and manufacture; correspondence preferred in French or German. Bauquel Fils, S.a.r.l. (importing wholesaler), 2, Faubourg de Pierre, Strasbourg (Bas-Rhin). WTD 3/15/63.

HONDURAS—All types of upper leathers, sole leather, rubber heels for men, women and children's footwear, and cobbler's supplies in general; correspondence preferred in Spanish. Cooperativa de Productos de Calzado "La Igualdad", Ltd. (shoemakers cooperative association), 1a. Ave. #117, entre 11a. y 12a Calles San Pedro Sula, D.D.

ITALY—Working boots and shoes. Direct purchase and agency. Casa della Gomma di A. Baldi (wholesaler, retailer), 21 Largo Duomo, Leghorn.

311 Leather Tanning, Finishing

FRANCE—Real leather for shoes; correspondence preferred in French or German; requests replies from manufacturers only. Direct purchase and agency. Wolff & Cie. (importing wholesaler), 11, Rue de Wissembourg, Strasbourg (Bas-Rhin). WTD 3/15/63.

314 Footwear

ENGLAND—Shoes. Direct purchase and agency. The Mako Artware, Ltd. (wholesaler), 66 Blandford St., Baker St., London. W.1. WTD 4/26/63.

ENGLAND—Footwear for men, women and children. Direct purchase and agency. J. Gillinson, Gibbon & Demaine Ltd. (manufacturer, wholesaler, warehousemen.) 1 New York St., Leeds 2. WTD 4/26/63.

ITALY—Hunting boots. Direct purchase and agency. Requests prices quoted FOB New York; replies in Italian, French. Stadium di L. & M. Valbonesi (retailer), 18 Corso Amedo, Leghorn.

★★ NETHERLANDS—Trade Mission

Importer seeks direct purchase or agency for women's shoes, shoe cleaning sprays and zipper glides; All Over the World, Watteaustraat 3, Amsterdam-Z. I.R.-1.

SAUDI ARABIA—Shoes; men's, women's, and children's shoes of various kinds. Fawzi & Abd-Al-Raouf Al Jishi (importer, retailer, wholesaler, commission agent) Qatif. WTD 3/31/63.

317 Handbags, Other Personal Leather Goods

ECUADOR—Hand-bags. Requests replies in Spanish. Gilberto Flores B. (importer), Luque No. 329, Casilla 1218, Guayaquil. WTD 4/22/63.

GERMANY—Novelty leather goods; ladies' handbags of genuine or artificial leather; requests replies from manufacturers only. Direct purchase and agency. Lothar Heubel (importer, agent, exporter), Hardthof, 5 Koeln-Duenwald. WTD 3/8/63.

322 Glass, Glassware

SOUTH AFRICA—Household glassware. N. Bhoola & Sons (Pty.), Ltd. (importing distributor), P.O. Box 171, Durban, Natal. WTD 2/14/63.

323 Glass Products

SWEDEN—Hand mirrors, pocket mirrors; make-up mirrors, unframed mirrors suitable for manufacture of automobile rearview mirrors. Direct purchase and agency. AB Alexander Graf (agent, manufacturer), Halmstad.

326 Pottery, Related Products

AUSTRALIA—Import moulds. T. Mettam (manufacturer), 34 Norton Dr., Dianella. WTD 4/22/63.

ENGLAND—Hotel and catering equipment. Direct purchase and agency. Ukoon (London), Ltd. (exporter, sales agent), 3 Panton St., London. S.W.1. WTD 4/26/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

ENGLAND—Soap filled steel wool pads. Direct purchase and agency. Satinex (Great Britain), Ltd. (manufacturer). Shaw Mills, Hawarden, North Wales. WTD 8/1/62.

GERMANY—Silicon carbide abrasive belts for wet grinding of glass; correspondence preferred in German from manufacturers only. Direct purchase and agency. Guenter Loeser (wholesaler, sales agent), Diez/Lahn, Schaumburger Strasse 63. WTD 2/14/63.

MOROCCO—Kaolin to be used in paper making process. Requests replies in French, Spanish. Papelera de Tetuan, S.A. (paper mill), Apartado 433, Tetuan.

330 Primary Metal

DENMARK—Sheet metal; requests replies from manufacturers only. Exclusive direct purchase and agency. Dansk Transaco (agency), 33 Amaliegade, Copenhagen K. WTD 3/12/63.

331 Steel Mill Products

BRAZIL—Clyburn spanners, crescent pattern, forged steel; clyburn spanners, English pattern, bent handle, mottled; double ended spanners, inches and M/M, carbon steel and chrome-vanadium steel; tubular box spanners, chromo-vanadium steel. Pepobark Importadora de Ferragens Ltda. (importer, distributor), Rua Florencio de Abreu 190, Sao Paulo.

■ **CONGO, REPUBLIC OF**—Cold rolled commercial quality steel sheets, packed in metal units of about 2 metric tons maximum, wrapped in metal container on wooden skids 4" high, thickness 0.197" in sheets of 38⅝"x78¾" i.e ± 0.5 m/m. 1x2 meters. $18,000. FOB. Under GSA Defense Materials Services procedure. PA#660-660-000-355-3201 and 660-000-355-3204. U.S. source. Bid deadline May 31. Migros-Comituri, S.P.R.L., Building, Forescom, 98 Avenue Paul Hauzeur, B. P. 234, Leopoldville.

ECUADOR—Laminated iron sheets: 4x8 feet; 1/32", 1/20" and 1/40" thickness, Thomas quality; spring wire for bed springs. Requests replies in Spanish. Camas y Colchones, S.A., C.I.C.S.A. (importer), Boyaca No. 1418, P.O. box 3526, Guayaquil. WTD 4/17/63.

ENGLAND—Explosive rivets. Direct purchase and agency. Ucan Development, Ltd. (importing distributor), Ucan House, Portsmouth Rd., Esher, Surrey, England. WTD 8/2/62.

ENGLAND—Proprietary piling. C. Bryant & Son, Ltd. (contractor), Whitmore Rd., Birmingham 10. WTD 4/5/63.

● **ICELAND**—Steel pipe, from 20 millimeters through 250 millimeters, nominal sizes, 37,300 meters, welded, specification DIN-2440 and DIN-2458. Bid deadline May 27. Reykjavik Purchasing Center, Vonarstraeti 8, Reykjavik. (WO 7-2363).★

■ **INDIA**—Cold rolled steel strip No. 2 regular bright finish, various sizes and quantities; electrolytic tinplate, 26 SWG, size 18¼"x28" with 0.25 coating, 7 tons; bright hard drawn spring steel wire for mechanical springs, to ASTM-A-227-47, 76 tons. Loan 217; U.S. source. Bid deadline May 27. The Atlas Cycle Industries, Ltd., Industrial Area, Sonepat. IL#DL/55/488/031/0190.★

■ Stainless steel sheets, type 309S, thickness 4mm., 5mm. & 6mm., size 4'x8'. Also 3mm. sheets 4'x8' to withstand temperature of 1200/1300°C. Loan 386-H-082. Bid deadline May 31. Steel Plant Pvt., Ltd., 205 Dr. A. Besant Rd., Worli, Bombay 18. Cable: FURNACES, Bombay Worli. IL#DL/55/820/02 2 01/0242.

■ Hot rolled deep drawing steel sheets, pickled, oiled and packed in envelopes of not more than 3 tons, size 1,120 mm. x 2,240 mm., no minus tolerance, cut edge. C&F, 75% to be shipped through American Flag Steamship Co., and balance through Indian Flagship Co. Loan 386-H-082. U.S. source. Bid deadline May 31. Kosan Metal Products. Ltd., 53/57 Laxmi Insurance Bldg., Sir P. Mehta Rd., Bombay 1. IL #DL/55/70/03101/0095.

■ High tensile galvanized steel wires, for manufacture of A.C.S.R. to ASTM B-245-55, or latest revision, in coils of approx. 150 kgs, 0.132", 0.161", 0.102", 0.144", 0.118" dia. To value of Rs. 55,000. C.I.F. Bombay. Loan 386-H-082. U.S. source. Bid deadline May 28. Jaipur Metals & Electricals, Ltd., Near Railway Station, Jaipur. Import license DL/55/398/03101/0419. In special packing.

■ Hot rolled electrical steel sheets, max. core loss, various. 100"x30"x29 SWG, Rs.

200,000, value of license. Loan 217. U.S. source. Bid deadline May 31. Crompton Parkinson Works, Ltd. Haines Rd., Bombay 18. Cable: CROMPARK, Bombay. IL #DL/55/26/03101/0252. Quote CIF or C&F Bombay.

■ Hot die steel, flats, sizes 18"x8", 12"x6"x mill lengths. Suitable for manufacture of dies to be used for gravity and pressure die casting of non-ferrous metal, mostly aluminum and zinc based alloys. Loan 217. U.S. source. Indian Die Casting Co., Pvt., Ltd., 178 Mahatma Gandhi Rd., Calcutta 7. IL#DL/55/500/02201/0342. Amount Rs. 40,000.

INDIA—Cold rolled and bright mild steel strips; tool and alloy steel; hard drawn and galvanized spring wire; stainless steel spring wire. Super Seals India Pvt., Ltd. (manufacturer) 5 Scindia House, New Delhi. WTD 10/25/61.

■ American origin, prime quality, stainless steel sheets, type AISI 304 and 302, 18/8%, non-magnetic, cold rolled and annealed, without scratch on sheets with 2B or 2D finish in sizes 8'x3', 6'x3', 10'x3' or 4', SWG 21, 22, 23, 24. Quotations C.I.F. Bombay basis. Loan 386-H-082. U.S. source. Bid deadline May 31. The Ahmedabad Victoria Iron Works Co., Ltd., Dudheshwar Rd., Ahmedabad 1. IL# BL/55-5/03301/49.

■ Hot rolled high carbon steel wire, 6mm. 60/65%, 150 m.t., 65/70%, 250 m.t., 70/75%, 100 m.t. Wire rods to be hot rolled, basic open hearth or electromelt, free from fins, cracks, laps, splinters, tolerance 0.3 mm/, outer dia. 44"/46", inner dia., 32"/34" max. Certain marking and packing conditions. Loan 217. U.S. source. Bid deadline May 31. The National Rolling & Steel Ropes, Ltd., Nicco House, 1 & 2 Hare St., Calcutta 1. Cable: STEELWIRES, Calcutta. IL#DL/55/570/02101/095 and DL/55/570/03101/0316.

INDONESIA—Coke, cane sugar refinery grade, 5-6,000 tons. D. Sutjiadi (export, import) 15 Djalan Kemiri, Djakarta 11/16. WTD 3/15/63.

Procurement of 50-60,000 tons of coking coal, specifications as follow: moisture, 2.1% as received; volatile matter, 25.6% as received; fixed carbon, 67.68% as received; ash, 4.72% dry coal basis; calorific value, 7803 KG CAL/per KG = 14,045 BTU's per lb. (good quality coking coal); sulphur 0.97% dry coal basis; phosphor, 0.027% dry coal basis; and swelling index 8½; size required: nut coal ¾ washed; fusion point of ash: 1450 degree Centigrade. D. Sutjiadi (export, import). 15 Djalan Kemiri, Djakarta 11/16. WTD 3/15/63.

LIBYA—Reinforcing rods for concrete construction; requests replies in Arabic or Italian with quotations c.i.f. Benghazi. Mohamed Taher M. Ben Salem (importer, wholesaler), P.O. Box 56, Benghazi. WTD 3/5/63.

● **MOROCCO**—Steel rails for standard track, profile U33 plan SNCF Vj-16-122/2 d rails not pierced, theoretical weight to the line meter 46.303 kg. Steel complying to minimum technical specifications UIC 860. 1. 0., each 18 meters long, 41,700 railroad rails. Tender 10-542, bid deadline June 5. U.S. Aid funds. Tender documents and specifications, in French, may be obtained free directly from Compagnie des Chemins de Fer du Maroc, Service des Approvisionnements, 2 rue Lasvigne, Rabat. Also available for review only (in French) in Room 4222, Iron & Steel Division, Department of Commerce, Washington, D.C.

■ **PAKISTAN**—M.S. plates, angles, pipes, beams, bars. Large quantities. Loan 7. U.S. source. Bid deadline May 30 (not one shown on tender). East Pakistan Inland Water Transport Authority, EPIDC House, P.O. Box 76, Motijheel, Dacca. Tender No. S-15/102. Detailed specifications may be obtained from Embassy of Pakistan, 2315 Massachusetts Ave. NW., Washington 8, D.C.★

■ U.S. soft black annealed round mild steel wire, low carbon, to C 1008-1010, prime industrial, in unprotected mill run catchweight coils, not exceeding 150 lbs. each. U.S. origin, SWG 4, 25%, SWG 5, 75%. Loan 7. U.S. source. Bid deadline June 1. Pakistan Hume Pipe Co., Country Club Rd., Karachi 5. Cable: HUMEPIPE, Karachi. S/A No. RM 041963.

■ Tinplate, cold rolled electrolytic, 0.75 lbs. tin coating in various sizes and substances, approx. 220 long tons. C&F. Loan 7. U.S. source. Bid deadline May 27. Wazir Ali Industries, Ltd., Kali Rd., Hyderabad. Cable: COTTONGOLD, Hyderabad, S/A No. RM 040499.

■ Foundry pig iron, sand cast. Si 1.75 to 2.25% or 1.94 Mg., 0.75%-1.07, Phos. 0.04% max., Su. 0.05%-0.26, C. 3.75%-4.00. Loan 7. U.S. source. Bid deadline May 31. Narayanganj Iron Works, Ltd., Harakanta Banerjee Rd., Narayanganj, East. Cable: IRONWORKS, NARAYANGANJ. RM 057404.

■ Bright drawn after galvanized spoke wire 15 BWG tensile strength, 155,000/180,000 lbs. per sq. inch, 15 tons; bright drawn uncoated spoke wire 15 BWG, 15 tons; freecutting steel bars and rods, 5/16", ⅜", ⅝", 11/16" dia., hexagon 0.525" A.F., 2 tons each. Notarized Mill's Certificate, cash discount, if any, indicate A.I.S.I. and chemistry, 2 lb. sample. Loan 7. U.S. source. Bid deadline May 28. National Cycle Industries, Fakirmohamed Durrakhan Rd., Usmanabad, Karachi 3. S/A No. RM 041975.

■ Stainless steel bars, AISI 420, hot rolled annealed; stainless steel wire AISI 304, 18/8 quality, annealed and pickled; stainless steel sheets, cold rolled, annealed, AISI 304, 18/8 quality, 2B or 2D finish. Various sizes and quantities C&F' basis. Loan 7. U.S. source. Bid deadline May 24. The Union Surgical Co., Excelsior Works, Court Rd., Sialkot City, West. Cable: SURGICO, SIALKOTCITY. S/A No. RM 040634.★

■ Cold rolled close annealed bright finish m.s. sheets 26, 24, 28 G. 3'x8', $6,000. Cable quotations acceptable. 100% U.S. flag vessel. F.O.B. and F.A.S. quoted separately. Loan 7. U.S. source. Bid deadline May 31. Habib Industries, C-Block, Sher Shah Colony, Karachi 28. S/A No. RM 041945.

■ Electrolytic tinplate, prime, 0.50 coating, B/W. 107 lbs. 20"x30"x30 G, 18¾"x28"x30"-G. Loan 7. U.S. source. Bid deadline May 27. The Punjab Vegetable Ghee and General Mills, Ltd., P.O. Box 82, 23—The Mall, Lahore. Cable: RAHAT, Lahore, S/A No. RM 040497. Amount $37,800.

■ Electrolytic tinplate, coating 0.50 and 0.75, base weight 107 or 112 lbs., 30 G, 18¾"x28", 20"x30". Loan 7. U.S. source. Bid deadline May 30. Al-Hilal Vegetable Ghee Mills, Ltd., Sultan Nagar, Multan. Cable: ALHILAL, Multan. S/A No. RM 040721. $26,775.

■ **PAKISTAN**—Ferro silicon, 75/78.5%, approx. size 2"x down. Loan 7. U.S. source. Bid deadline June 4. Pakistan Metal Refinery Co., Ltd., E-26, S.I.T.E. Manghopir Rd., Opposite A & B Food Industries, Karachi. Cable: PACKARD, Karachi. S/A No. RM 042114. Amount $6,893.

PHILIPPINES—Steel, such as plate, channels, angles, I-beams, WF beams, bars. Pacific Engineering Co., Inc. (manufacturer), 105 Quirino Memorial Highway, Baesa, Quezon City. WTD 1/22/62.

■ **TAIWAN**—Coke tinplate, waste waste, all bright, 1.25 lb. coating, unassorted to size and gauge 75/100 lbs. baseweight. 18"x24" and larger, 185,020 lb. original mill packing. C&F Keelung. Under GSA Defense Services Material procedure. PA# 484-660-000-253-3217. U.S. source. Quotation deadline May 29. Wu Tung Trading Co., 31 Hwa Ting St., Taipei. Cable: "0055" Taipei. Ref. No. 045.

■ **TAIWAN**—Electrolytic tinplate, waste waste, 18"x24" and larger, 75/107 lbs. base weight, unassorted; same, except in cobbles, 100,000 lbs. of each. C&F Keelung. PA#484-660-000-253-3217. U.S. source. Quotation deadline June 1. Fung I Can Making & Can Printing Works Co., Ltd., 25 Lane 89, Lanchou St., Taipei. Ref. No. 048.

■ Electrolytic tinplate waste, 400,000 lbs; electrolytic tinplate misprints, one side 200,000 lbs; coke tinplate waste waste, 400,000 lbs., all 70/107 lb. BW and lighter, 18"x24"x28" and larger. C&F with bank reference in quotation. PA#484-660-000-253-3217. U.S. source. Quotation deadline June 1. Lein Ya Trading Co., 3 Lane 46, Chungking N. Rd., Section 2, Taipei. Ref. 047. Under GSA Defense Materials Service procedure.

■ Electrolytic tinplate waste waste; coke tinplate waste waste, electrolytic tinplate misprints on one side plain gold lacquered or coated on reverse side, 70/107 lb. BW and lighter, 18"x24"x28" and larger, 200,000 lbs. of each. C&F with bank reference with quotation. PA#484-660-000-253-3217. U.S. source. Quotation deadline June 1. Shin Shing Import & Export Co., 3 Lane, 46, Chungking N. Rd., Section 2, Taipei. Ref. 047.

■ Coke tinplate, waste waste, 75/100 lbs. base weight, 18"x24" and larger, unassorted, original mill packing, 150,000 lbs; electrolytic tinplate misprint, 70/90 lbs. base weight, 18"x24" and larger, assorted to size and gauge, 75,000 lbs. C&F Keelung, PA#484-660-000-253-3217. Quotation deadline June 3. Yung Wei Co., Ltd., 26, Bin Lok St., Taipei. Cable: YUNGWEI, Taipei. Ref. 048.

■ **TURKEY**—Prime electrolytic tinplate, coating 0.75 lbs. per base box temper 3, bright finish, packed in bundles, various packages, dimensions and base weights. FOB & CIF Istanbul. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline June 3. Unilever-Is Ticaret ve Sanayi, Turk, Ltd., Sti. Cumheruyet caddesi, Kahan Apt. 16/4, Harbiye-Istanbul, Cable: UNILEVER, Istanbul. Under GSA Defense Materials Service procedure.

■ Electrolytic tinplate primes, 0.75 lb. tin coating, Temp. 3, 107 lbs., base weight, 18¾"x28", 28 tons; 20"x28", 60 tons; 20"x 30", 12 tons. Indicate FOB, as well as C&F, Izmir prices separately in U.S. dollars, per package. $27,500. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline June 3. Izmir Seytinyagi Tarim Satis Kooperatifleri Birligi, Alsancak/Izmir. Cable: TARIS, Izmir. S/A No. 1047. Subject to GSA Defense Materials Service procedure.

■ Slotted steel angle, Siemens-Martin, 30x 30x1.8 mm, 3.04m or 10 ft., Ix=Iy=1.00cm. Radius of gyration, Kx=Ky=0.85 cm4, packed in 10' lengths of 100', 10 lengths. $20,000. PA#277-660-901-356-3226 Limited worldwide. (901). Quotation deadline June 7. Mermeris Tic. T.A.S., Fermeneciler 36 Galata, Istanbul. Cable: MERMERIS, Tic. T.A.S., Fermeneciler 36 Galata, Istanbul. S/A No. 140067.

■ Slotted steel angles, Siemens-Martin, 30x30x1.8 mm. 10 ft. long, Ult. stress 32T/sq. in., Brinell hardness 147, stove enamelled battleship grey, dia. of holes ⅜". $20,000. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline June 7. Mermeris Tic. T.A.S., Fermeneciler 36, Galata, Istanbul. Cable: MERMERIS, Istanbul. S/A No. 140066.

■ Normal iron profils, T section 25x25x3 mm, $10,000; 30x30x3mm, $20,000; 40x40x4 mm, $5,000; L section 30x30x3mm, $15,000. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline June 7.

Sumer Ltd., Sti., Saka cesme Sok 21, Mermeci Han No. 16/4, Sultanhaman, Istanbul. S/A No. 140081.

■ Normal iron profils, T Section 25x25x3 mm. $10,000; 30x30x3mm, $20,000; 40x40x4 mm, $5,000; L Section, 30x30x3mm, $15,000. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline June 7. Suha Mermerci, Fermeneciler No. 36, Galata, Istanbul. Cable: SUDEXMER, Istanbul. S/A No. 140082.

■ **VIETNAM**—Cold reduced electrolytic tinplate, coated 0.75 lbs., 107 lbs. substance, unassorted grade, 4,464 boxes of 112 sheets 18⅞"x28-1/16"; 1,322 boxes of 112 sheets 20⅛"x30-5/16". Under GSA Defense Materials Services procedure. C&F only 100% U.S. Flag Vessel. Limited worldwide (901). Quotation deadline June 12. Cong Ty Shell Viet-Nam, 15 Thong Nhut St., Saigon.

333 Primary Smelting, Refining of Copper

■ **INDIA**—Electrolytic copper wire bars to ASTM Specification No. B5-43, 325 m.t. Loan 217. U.S. source. Bid deadline May 31. Director General of Supplies & Disposals, N. I. Bldg., Parliament St., New Delhi. Tender papers may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

■ **KOREA**—Zinc slabs, electrolytic, high grade, 150 m.t., containing 99.99-0/0 Min. Zn. C&F or CIF Pusan by U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (01). Quotation deadline June 6. Hyosung Mooisan Co., Ltd., 112-20 Sokondong Chungku, Seoul. Cable: HYOSTAR, Seoul. Ref. FFO-3-330.

NORWAY—Nickel and cadmium anodes. Tollef Bredal A/S (importing wholesaler and manufacturer's agent), 8 Wesselsgt., Oslo. WTD 1/24/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

ENGLAND—Nonferrous metals, scrap, ores, residues and allied materials. Direct purchase and agency. Jacob Metals, Ltd. (exporter, importer), Caroline House, 55-57 High Holborn, London. W.C.1. WTD 3/28/63.

■ **INDIA**—Hard drawn electrolytic copper conductor of size 37/3.66 mm., 6.610 metric tons. Approx. 1828.8 meters, 6,000 ft., conforming to B.S.S. 125/1954, or equal, ASTM, used for augmentation of substation. Bid deadline June 7. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., where specifications may be obtained. Tender BS/132/AID.

INDIA—Brass strips for making radiator cores, 3 tons: 70/30 alloy, V.P.N. 90/120, thickness .0050" to .0060" in widths of 1¾" and ⅝"; copper strips for making radiator cores, 5 tons: .05% silver bearing, non-directional, V.P.N. 90/110, thickness .0035" to .0040" in widths of 1½", 2", 2½", 3", and 3½". Union Co. (Accessories) Pty., Ltd. (manufacturer), 29 Mount Rd., Madras 2. WTD 3/28/63.

★★ NETHERLANDS—Trade Mission

Agent for special materials for chemical industry interested in representing U.S. firms dealing in titanium sheets, bars, tubes, rods, wires and fasteners; van den Anker, Victoriaplein 17, Amsterdam. WTD 4/2/62. I.R.-58.

● **SUDAN**—150 metric tons of copper, fire refined, minimum purity 99.88% in ingots of 25/27 kilos (55/59.5 lbs.) each; bid deadline date June 12; Sudan Railways, Office of Controller of Stores, P.O. Box 365, Atbara.★ (WO 7-2162).

336 Aluminium Castings

■ **KOREA**—Aluminum ingots, virgin 99.5% purity up, 20 m.t.; remelted aluminum ingots, 85% up, 20 m.t. C&F or CIF Korean port, U.S. vessel. Prices to be indicated C&F or CIF Korean port. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline June 1, rather than one shown on tender. Song Lim Metal Co., 46 Song Lim Dong, Inchon, Ref. No. FFO-SAI-3-106A.

■ Aluminum ingots, purity virgin 99.5% up, 30 m.t.; remelted aluminum ingots, 85% up, about 30 m.t. C&F or CIF Korean port, U.S. vessel. PA#489-901-356-3202. Limited worldwide (901). Bid quotation deadline June 1. Duk Shin Metal Co., #7, 3-Ka, Shin Hung Dong, Inchon. Ref. FFO-SAI-3-108A. Copy of all orders should be sent air mail to Bank of Korea, Seoul, Att: AID Section, and to Director, US AID/Seoul, c/o U.S. Embassy, Seoul.

■ **PAKISTAN**—Bronze ingots, to certain composition, or bronze (red) scrap. Quotation separate, C&F Karachi. If through indenting agent, percent commission allowed. U.S. flag vessels. Loan 391-H-056. U.S. source. Bid deadline June 10. Mohd Shafi Sethi & Co., Outside Khiali Gate, Gujranwala, West. Cable: SETHI Gujranwala. IL#207368.

342 Cutlery, Hand Tools, General Hardware

BRAZIL—Wrenches for automobiles, excelsior pattern, mottled, with tire remover; ring wrenches, inches and M/M carbon steel and chrome-vanadium steel; pipe wrenches, stillson pattern; chain pipe wrenches, U.S. pattern, round handle; nail pullers, type matador; tinmen shears, U.S. pattern; revolving belt punches, with six tubes; hand power grinding machines; wooden folding rules with two graduations, 1 and 2 meters; hand speed indicators. Pepobark Importadora de Ferragens, Ltds. (importer and distributor), Rua Florencio de Abreu 190, Sao Paulo.

ENGLAND—Building materials—products for building industry, do-it-yourself trade, such as paint rollers, painting devices, tools, builder's hardware, and P.V.C. board. Direct purchase and agency. Petalon, Ltd. (importer, exporter, sales agent), 5, Fitzhardinge St., London, W.1.

ENGLAND—Hand and automotive tools. Direct purchase and agency. Bahco-Condrup, Ltd. (importer, wholesaler, sales agent), 23, Goswell Rd., London. E.C.1. WTD 4/16/63.

FRANCE—Gleco tools and torquing wrenches. Fire detection units. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

Hand tools. Société Cofiba—Comptoir des Fournitures pour l'Industrie, Le Batiment & L'Agriculture (importer, dealer), 10 rue Lacharriere, Paris 11e. WTD 10/1/62.

Handles, light fastenings, furniture hardware; correspondence preferred in French. Société de Quincaillerie Daffi (manufacturer, dealer), 222 rue Etienne Marcel, Bagnolet (Seine).

SOUTH AFRICA—Household utensils. N. Bhoola & Sons (Pty.), Ltd. (importing distributor), P.O. Box 171, Durban, Natal. WTD 2/14/63.

343 Heating Apparatus, Plumbing Fixtures

ECUADOR—Sanitary fixtures for bathrooms, kitchens, related fittings and trim. Ing. Enrique Guerrero (import), Calle Teran 887, P.O. Box 269, Quito.

FRANCE—Industrial heating apparatus, air or liquid operated. Direct purchase and agency. Mabor (manufacturer), 17 quai Clemenceau, Bougival (Seine & Oise).

GREECE—Household oil heaters. Direct purchase and agency. Nic. P. Couvoutsakis (importer, wholelsaler and sales agent), 53 Eolou St., Athens. WTD 3/19/63.

ITALY—Pipe fittings of black and galvanized annealed castiron, castiron radiators and boilers. Direct purchase and agency. Commerciale Tubi Acciai Metalli (wholesaler), 43 Via Cosimo del Fante, Leghorn.

★★ NETHERLANDS—Trade Mission

Manufacture of home heating appliances wishes to purchase U.S. burners capable of operating on all gases (manufactured, natural & LPG) without primary air adjustment. Input 30 to 60 thousand BTU. Burners are to be used with clay radiants. Annual requirement in excess of 100,000. Would want a license agreement eventually; Interno Haarden Fabriek N.V., Breukelen. WTD 12/11/62. I.R.-56.

TURKEY—Fuel oil heating equipment. Ekrem Akomer ve Ort. Tic., Ltd., Sti. (import-export, contractor), Piremici Sokak No. 5/6, Istiklal Cad., Beyoglu, Istanbul. WTD 12/21/62.

344 Fabricated Structural Metal Products

FRANCE—Handling, storage, maintenance equipment for petroleum, chemical, petrochemical, and nuclear power industries, including tank trucks and tank car, valves (shut-off and other categories), vents (flame-arresters and other type), valves, couplings, and related attachments, fittings or accessories; products to complete its own lines of production, Direct purchase and agency. J. Perolo & Cie. Etablissements (brass foundry, finisher, manufacturer), 69 Rue des Macons, Blaye, Gironde. WTD 3/4/63.

New types of nuclear equipment; correspondence preferred in French. Direct purchase and agency. Europavia France (importing distributor), 1 rue de Berri, Paris 8e. WTD 10/24/62.

Filters, tanks, reactors, heat exchangers, and similar apparatuses. Direct purchase and agency. Socomas—Société de Constructions en Metaux & Alliages Soudes (manufacturer), 104-108 rue des Usines, Hautmont (Nord). WTD 7/24/62.

346 Metal Stampings

ENGLAND—Kitchen hardware, stainless steel. Direct purchase and agency. Bahco-Condrup, Ltd. (importer, wholesaler, sales agent), 23 Goswell Rd., London. E.C.1. WTD 4/16/63.

349 Fabricated Metal Products

AUSTRALIA—Novelties. Direct purchase and agency. East-West Trading Co. (importer, wholesaler, agent), G.P.O. Box E.278, Perth. WTD 4/23/63.

349 Fabricated Metal Products

ENGLAND—Novelties, fancy goods. Direct purchase and agency. Ponsford, Newman & Benson, Ltd. (importer, wholesaler), 5 Broad St. Place, Blomfield St., London. E.C.2. WTD 4/24/63.

FRANCE—Thermostatic water-gates and relief-valves; correspondence preferred in French. Vapor, S.A. (manufacturer), 174 rue d'Aguesseau, Boulogne s/Seine. WTD 6/6/62.

351 Engines, Turbines

ENGLAND—O/B engines. Direct purchase and agency. Nottingham Marine, Ltd. (retailer, manufacturers agent), 259A Mansfield Rd., Nottingham.

FRANCE—Remote controls for outboard

motors. Moteurs Goiot (manufacturer, exporter), 28 rue du Frere Louis, Nantes (Loire Inferieure). WTD 1/16/63.

351 Engines, Turbines

ITALY—Outboard motors. Direct purchase and agency. Fonain, Forniture Navali & Industriali (wholesaler, agent), 52 Scali d'Azeglio, Leghorn.

TURKEY—Diesel engines, gas engines. Ekrem Akomer ve Ort. Tic., Ltd., Sti. (import-export, contractor), Piremici Sokak 5/6, Istiklal Caddesi, Beyoglu, Istanbul. WTD 12/21/62.

352 Farm Machinery

ENGLAND—Motor mowers and small horticultural tractors. Direct purchase and agency. Graham Scoble Garage (retailer), London Rd., Maresfield, Sussex. WTD 4/5/63.

ENGLAND—Garden tools, horticultural equipment. Direct purchase and agency. Gibbs Farms, Ltd. (importer, wholesaler, commission merchant), Haveringland, Norwich, Norfolk. WTD 10/5/62.

NETHERLANDS—Agricultural equipment. H. J. Hoegen Dijkhof N.V. (importer, manufacturer), 20-22-24 Keppelscheweg, Doetichem.

SPAIN—Poultry industry equipment, both for raising and for dressing, medium priced; correspondence preferred in Spanish. Direct purchase and exclusive agency in Spain, Morocco, Portugal and Andorra. Jose Sanahuja (manufacturer, importer, agent), Bruniguer 65, Barcelona 12.

TURKEY—Farming equipment. Ekrem Akomer ve Ort. Tic., Ltd., Sti. (import, export, contractor), Piremici Sokak 5/6, Istiklal Caddesi, Beyoglu, Istanbul. WTD 12/21/62.

353 Construction Machinery

ENGLAND—Mobile cranes, excavators. Direct purchase and agency. Tower Cranes, Ltd. (importer, sales agent), 51 David's Rd., Forest Hill, London, S.E.23. WTD 4/25/63.

ENGLAND—Machinery for slate quarrying-slate polishing and planing equipment. Direct purchase and agency. Tintagel Slate Industries, Ltd. (slate mining company), No. 4, Broad St. Place, London, E.C.2. WTD 1/9/63.

FRANCE—Portable hoist. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

Heavy-duty cranes, 25 metric tons capacity and over, track or pneumatic-tired, for petroleum industry and other industrial services; used or rebuilt truck cranes in good condition preferred; correspondence preferred in French. Buzzichelli, S.A. (contractor specializing in plant installations), 8 Rue Bayard, Toulouse, Haute-Garonne.

■ **GREECE**—Various spare parts for D7 and D8 Caterpillar tractors, Le Tourneau Model C motorscrapers, drilling machines and excavators. $70,000. If selected offer is from U.S., purchase will be financed by AID, under PA#240-700-898-221-2202, or with free dollars. Limited worldwide (898). Quotation deadline June 10. Edok S. A. Etep, S.A., 57 Akadimias St., Athens, 143. Cable: EDOKET, Athens.

HONG KONG—Electric builders' hammers; requests replies from manufacturers only. Hon Kee (importer, exporter, commission agent), 905 Canton Rd., Kowloon. WTD 2/15/63.

ITALY—Mining machinery and equipment, including flotation machines for sulfur mines, pneumatic hammers, conditioners, pumps, crushers. Direct purchase and agency. E.S.I. Edilizia, Strade, Industrie (wholesaler, retailer, importer, manufacturer's agent), Via Nicolo' Turrisi 35, Palermo.

MOROCCO—Agricultural equipment spare parts, principally tracklaying tractors spare parts. Direct purchase and agency. Etablissements, J. J. Corsin (importer), 5 Boulevard Abdallah ben Yacine, Casablanca.

NETHERLANDS—Road building machinery. H. J. Hoegen Dijkhof N. V. (importer, manufacturer), 20-22-24 Keppelscheweg, Doetichem.

PHILIPPINES—Logging machinery and equipment. New Pacific Timber & Supply Co., Inc. (producer, exporter) 502 Trinity Bldg, San Luis St., Manila. Box 2552, Manila.

Logging machinery and equipment. D.O. Plaza Enterprises, Inc. (producer, exporter) 319 Roman Santos Bldg., Plaza Goiti, Manila. WTD 8/8/61.

SAUDI ARABIA—Oil field equipment and supplies. Technical Services & Supply Co. (Arabian Gulf) Ltd. c/o Ottoman Bank, Abu Dhabi (importer, retailer, wholesaler, commission agent) Bank of Bahrain, P.O. Box 106, Manama, Bahrain. WTD 4/1/63.

SPAIN—Machinery for making cement; correspondence preferred in Spanish. Inmobiliaria Agefisa (building contractor), Cedaceros 6, 4°, Madrid.

■ **TURKEY**—Track type tractor, standard product of one manufacturer, with parts, 150 h.p., equipped with hydraulically operated angle dozer. PA#277-700-901-356-3227. Limited worldwide (901). Bid deadline June 10. Emrullah Aksu, P. K. 124, Sisli-Istanbul. S/A No. 5644.

Material handling equipment. Ekrem Akomer ve Ort. Tic., Ltd., Sti. (import, export, contractor), Piremici Sokak 5/6, Istiklal Cad., Beyoglu, Istanbul. WTD 12/21/62.

■ **VIETNAM**—10-ton overhead cranes, 2; electric welders, 10 ea.; 4,000 lb. cap. fork truck; 600 cu. ft, gasoline or diesel portable air compressor, 2; rivet hammers and accessories, 13 ea.; reversable air motors, 4 ea; pipe and bolt threading machine; impact wrenches, 4 ea.; trailers, 4 ea.; paint spraying equipment, 4 sets. Loan 129. U.S. source. Bid deadline May 31. Central Purchasing Authority P.O. Box H-5, Saigon. Cable: MAIDICH, Saigon. Invitation No. 0829-05043. Specifications and conditions may be obtained from Embassy of Vietnam, 2251 R St., NW., Washington 8, D.C.★

354 Metalworking Machinery

AUSTRALIA—Machinery for manufacturing round and oval automobile mufflers currently in use for late model automobile mufflers. Underwood Australia Pty., Ltd. (manufacturer), Buderim, Queensland.

ECUADOR—Machinery for manufacture of windshield wipers, utilizing aluminum as base material; requests quotations and illustrated material. Arturo Cifuentes O. (manufacturer, importer), Calle Flores 336, P.O. Box 673, Quito.

ENGLAND—Riveting tools. Direct purchase and agency. Ucan Development, Ltd. (importing distributor), Ucan House, Portsmouth Rd., Esher, Surrey. WTD 8/2/62.

Parts and components of automatic grid casting machinery; reduction gears, air filters, water valves, pyrometers, air cylinders: for shipment to Burma. Direct purchase and agency. G. R. Frankel, Ltd. (importer), St. George's House, 44 Hatton Garden, London, E.C.1. WTD 1/4/63.

Machine tools. Direct purchase and agency for United Kingdom. Thos. P. Headland, Ltd. (manufacturer, exporter, importer), Melon Rd., London, E.E.15. WTD 3/26/63.

ENGLAND—Tools, machine tools, handling equipment materials and allied engineering products. Direct purchase and agency. Verrolec, Ltd. (manufacturer, importer), 721 North Circular Rd., Cricklewood, London. N.W.2. WTD 4/5/63.

Machines and machine tools; light engineering and foundry products. Direct purchase and agency. Winhall & Rogers, Ltd. (exporter, sales agent), 3, Sherwood Park Rd., Sutton, Surrey. WTD 4/10/63.

FRANCE—Precision machines tools; correspondence preferred in French. Fabindus (manufacturer), 1 rue Hoche, Montreuil s/Bois (Seine).

Special duty tools. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

Portable electric tools. Societe Cofiba—Comptoir des Fournitures pour l'Industrie, Le Batiment & L'Agriculture (importer, dealer), 10 rue Lacharriere, Paris 11e. WTD 10/1/62.

Machine tools and other metalworking tools. Direct purchase and agency. Ets. Metallurgiques R. Worms (distributor), 41 ave de Friedland, Paris 8e. WTD 8/22/62.

GERMANY—All kinds of controls for machine tools. Novotechnik Kg., Offterdinger & Co. (manufacturer, importer, exporter, retailer, sales agent), Horbstrasse, Ruit bei Stuttgart. WTD 3/15/63.

■ **GREECE**—Semi-automatic postal scales of 25 kgs., 70 pieces. PA#240-700-898-221-2201. Limited worldwide (898). Quotation deadline June 6. Ministry of Trade, Direction General of Procurements, Direction B' State Purchases, Section C, Athens. Ref. 194. Copies of specifications and conditions may be obtained from Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington 8, D.C.

■ Automatic scales of 2 kgs., 70 pieces. PA#240-700-898-221-2202. Limited worldwide (898). Quotation deadline May 30. Direction General of Procurements. Direction B' State Purchases, Section C', Athens. Ref. 181A.

INDIA—Measuring instruments for machine tool project; requests price quotations; specifications available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). Hindusthan Gas & Industries, Ltd. (manufacturer), 36 Ganesh Chandra Ave., Calcutta 13. WTD 8/3/62.

■ Punch press for making holes in hardboards, 50-ton capacity, 2 post. Loan 217. U.S. source. Bid deadline June 8. The Western India Plywoods, Ltd., P.O. Baliapatam, Cannanore Dist., Kerala State. IL#AU/GL/MTC/89/DLF-217/962. Cable: PLYWOODS, BALIAPATAM. CIF Indian Port, preferably Coohin.★

Equipment for manufacturer of motion picture projector carbon: 150 ton horizontal hydraulic extrusion press suitable for arc carbons along with die sets for 5 mm. and 7mm. carbon shells having heating and cutting arrangements and receiving tray; automatic cutting machines for sizes from 200 mm. to 400 mm. length; core filling machine to fill chemical paste into baked carbon shells; polishing machine to polish arc carbons after copper plating; printing machine for putting trade marks on copper plated carbons in size range of 6 to 9 mm. Indian Carbon Co. (manufacturer), 228 Narshi Natha St., Bombay 9. WTD 8/24/62.

■ **INDIA**—Garage tools, connecting rod aligners, fuel pump test bench, nozzle tester. Loan 217. U.S. source. Bid deadline May 28. Associated Trades Tool House, 7/3 Patu'los Rd., Madras 2. IL#E.129483. Reference No. E.129483. Reference 53(112)/63-AID(1).★

INDONESIA—Steel tube forming machine, slitter machine; both machines automatic, with capacity of about 1,000 tons annually; requests catalogs and price information. Omar Tusin, President. Madjelis Industry Indonesia (Chamber of Commerce), Indo-

nesian Chamber of Commerce, #63 Djalan Sawaw Besar.

JAPAN—File making machinery: continuous working teeth setting machines, capable of working on wide variety of files; teeth nitrogenizing or hardening machinery capable of performing job in short time, required hardness RC 65-66, required anti-wear durability 50% or more. Tsuboman File Co., Ltd. (manufacturer), 880 Nigata-cho, Kure, Hiroshima Ken.

★★ NETHERLANDS—Trade Mission

Agency for U.S. machine tools of "stock removal" type such as milling machines, lathes, shapers and grinders. New or unusual types; A. Bruyaux N. V., W. Fenengastraat 33-35, Amsterdam-Zuid 2. WTD 1960. I.R.-6.

Importer of grinding wheels and machines wants exclusive agency and distributor arrangement for grinding wheels, abrasives, diamond wheels and diamond tools; Techniesch Handelsbureau Merly, Lijsterlaan 5, Sassenheim. I.R.-51.

PHLLIPPINES—Metal fabricating machinery and equipment; welding equipment. Pacific Engineering Co., Inc. (manufacturer), 105 Quirino Memorial Highway, Baesa, Quezon City. WTD 1/22/62.

TURKEY—Testing equipment for physical properties of construction equipment. Alemdar Ticaret ve Sanayi A. S. (import-export, contractor), Veli Alemda Han, Kat 3 No. 18, Rihtim Caddesi, Galata, Istanbul. WTD 6/6/62.

355 Special Industry Machinery

BRAZIL—Dairy and milk product plant machinery and equipment. Direct purchase and agency. Danilac Industria e Comercio, Ltda. (manufacturer, importer, distributor and agent), Rua Barao de Itapetininga 221, 10° andar, Caixa Postal 4514, Sao Paulo. WTD 4/17/63.

CEYLON—Machinery for manufacture of pharmaceuticals, such as packeting of drugs, tableting, and preparation of ointments; machinery for manufacturing toothpaste; requests replies from manufacturers only. The Pioneer Pharmacy (wholesaler, retailer), 183 Main St., Colombo. WTD 9/20/62.

DENMARK—Automatic grinding machine for grinding light insulating bricks (moler) on all six surfaces making them true to size. Molisol Product A/S (manufacturer), 14 G. C. Amdrupsvej, Aarhus N. WTD 3/18/63.

ECUADOR—Used or rebuilt equipment: complete installation for production of solid and hollow clay bricks; used machinery and equipment for production of acoustic ceiling tiles, utilizing fiber and plaster materials; used or rebuilt machinery for sawing, grinding and polishing granite, marble and stone. Guayaquil Enterprises Co. (manufacturer), P.O. Box 1227, Guayaquil.

ENGLAND—Welding plant. Direct purchase and agency. Goodenough Pumps, Ltd. (manufacturer, importer, wholesaler), 112 Jermyn St., London, S.W.1. WTD 4/16/63.

ITALY—Machinery for manufacture of shoes. Calzature Rondine di Mario Fantacci & Co. (manufacturer), 7 Via Cinelli, Signa (Florence).

JAPAN—Tissue paper making machinery and sanitary napkin making machinery; automatic wrapping mechanism must be incorporated in machinery. Direct purchase and agency. Do-Yei Shoji Kabushiki Kaisha (manufacturer's agent), Atlas Bldg., 11 Bingo-machi 3-chome, Higashi Ku, Osaka.

Machinery with complete accessories for manufacture of cold drawn or bright steel bars. Osaka Kongo Seito Co., Ltd. (manufacturer, exporter), 2-chome, Uehonmachi, Tennoji Ku, Osaka.

KENYA—Good second hand textile machinery. Nath Brothers Ltd. (manufacturers), P.O. Box 1896, Nairobi. WTD 4/24/63.

MOROCCO—Metal belts for use in papermaking machines. Requests replies in French, Spanish. Papelera de Tetuan (paper mill), Apartado 433, Tetuan.

PAKISTAN—Machinery: tannery. The Leather and Allied Industries, Ltd. (manufacturer), G. T. Rd., Wazirabad. WTD 3/22/63.

PAKISTAN—Machinery to manufacture galvanized iron wire netting, medium size capacity, electrically operated, to form wire into net, to roll and to bundle it into 50 and 100 foot rolls; requests replies from manufacturers only. The Golden Mills Supply Co. (manufacturer), 25 Brandreth Road, Lahore. WTD 1/15/62.

Complete plant for turning rock salt into table salt; requests replies from manufacturers only. The Hyderabad Chamber of Commerce and Industry, P.O. Box No. 99, Circular Road, New Cloth Market, Hyderabad.

■ Equipment for a fluorescent tube light manufacturing plant, complete. Loan No. 194. World Wide (899). Bid deadline May 31. Paramount Industries Ltd., 110-A, Gordhandas Market, Karachi 2.★ Additional information may be obtained from the Bank of America, Far Eastern Division, 37-41 Broad St., New York, N.Y.

PHILIPPINES—Band sawmill machinery. Gay, Inc. (producer), 1195 Pasong Tamo, Makati, Rizal. WTD 4/28/61.

SOUTH AFRICA—All types of machinery and equipment used by government forest departments and private saw mills, particularly lumber handling; requests replies from manufacturers only. Direct purchase and agency. J. Solomon & Son (Pty.) Ltd. (importing distributor), 5 Alfred St., Cape Town. WTD 2/21/63.

Complete range of machinery and equipment for manufacture of veneer and plywood; requests replies from manufacturers only. Western Province Engineers (Pty.) Ltd. (manufacturer's agent), 354 Voortrekker Road, Maitland, C.P. WTD 6/2/61.

SOUTH AFRICA—Printing machinery such as composing machines and equipment; printing presses, letterpress and offset, sizes crown to 8 crown; bindery equipment. Requests replies from manufacturers only. National Commercial Printers, Ltd. (manufacturer), P.O. Box 120, Parow, C.P.

SPAIN—Machinery used in manufacture of potato chips: washer, peeler, slicer, fryer and packer; machines for adding salt and flavors. Casa Ros (importer, retailer, and wholesaler), Camoens 1, Ceuta.

■ **TAIWAN**—The United Nylon Corp., Taipei, has contracted with Chemtex, Inc., N.Y., for the design and supply of a complete nylon, 6-filament plant, with a capacity of 2 metric tons per day average, 70 denier yarn, starting with caprolactam. Plant to be constructed in Towfen, Taiwan and to include complete process facilities of polymerization, monomer extraction, drying, monomer recovery, spinning and drawing, as well as auxiliaries for nitrogen generation, air conditioning, compressed air and water treatment, but excluding steam and power generation. Loan No. 113. World Wide (899). Bid deadline May 31. China Development Corp., on behalf of United Nylon Corp., Taipei. AID Development Loan financing for this transaction has been applied for. Interested suppliers may contact Chemtex, Inc., who have technical responsibility for the plant, at 850 Third Ave., New York 22, N.Y.

THAILAND—Polyethylene bag extruding machine, capacity 7-10 kg. per hour, thickness from 0.02 m/m. and up. Sizes from 1.5″ to 30″ in width. Cheuong Heng Lee, Ltd., Partnership (manufacturers' agent), 28 Suriwongse Rd., Bangkok.

TURKEY—Tea manufacturing plant, cigarette manufacturing plant, electrification projects. Mehmet Kavala (importer, agent), Nesli Han, Galata, Istanbul. WTD 4/8/63.

Turkey plant for processing citrus fruits, particularly orange juice; technical assistance and supervision requested. Korkut Beriker (canning of fruits, juices), P. K. 86, Adana.

■ **TURKEY**—Spare parts for Lippman 2-unit crushing and screening plant, 74 items in various quantities. PA#277-700-901-356-3227. Limited World Wide (901). Bid deadline June 10. Karayollari Genel Mudurlugi, (General Directorate of Highways), Malzeme Subesi Mudurlugu Yenisehir, Ankara. Specifications available from the Turkish Embassy, Board of Counselors for Economic Affairs, 2536 Massachusetts Ave., NW., Wash. 8, D.C.

■ **VIET-NAM**—Machines, complete for manufacture of hexagonal wire netting, for ¾″, ½″, ¼″ and 1″ mesh, 4 sets. Offers to include spare parts for 2 years; all items to be individually as well as overall priced; motor driven, with controls. C&F Saigon, in 6 copies, accompanied by drawings and other detailed specifications. Limited worldwide (901). Bid deadline June 19. Lifa Metal Works, 53 Luong Nhu Hoc, Cholon. Copy of offer to be sent to Director General of Commerce, 59 Gia-Long, Saigon and one to Industrial Development Division, USOM, 32 Ngo-Nhiem, Saigon. Specifications may be obtained from Office of Small Business, AID, Room 2119, Barton Hall, Ohio Dr. & Independence Ave., S.W., Washington 25, D.C.

356 General Industrial Machinery

● **CEYLON**—Timber seasoning kilns, 5, supply and installation, single stack, cross shaft, internal overhead fan type, brick wall construction, capacity 400 cubic feet of 1 inch x 16 ft. timber each, to include controls, scales, transfer and lift trucks and tracks and open sided steel framed building. Bid deadline June 25. Tender forms may be obtained from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. Submit bids to Chairman, Tender Board, Ministry of Agriculture, Land, Irrigation and Power, P.O. Box 500, Colombo.★ (WO 7-5589).

ECUADOR—Compressors for refrigerating. Requests replies in Spanish. Camas y Colchones, S.A., C.I.C.S.A. (importer), Boyaca No. 1418, P.O. box 3526, Guayaquil. WTD 4/17/63.

ENGLAND—Dust classifier (air swept type): Direct purchase and agency. Collectron Ltd. (manufacturer and commission merchant, technical sales), Lee House, London. Wall, London. E.C.2.

ENGLAND—Special process pumps; plant for smoke and fume purification; mechanical handling plant. Direct purchase and agency. Goodenough Pumps, Ltd. (manufacturer, importer, wholesaler), 112 Jermyn St., London, S.W.1. WTD 4/16/63.

FRANCE—Steam cleaning machine for equipment. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

Injection pumps and injectors for diesel motors. Hochkiss Brandt (manufacturer), 52 ave des Champs Elysees, Paris.

SINGAPORE—Sewage pumps up to 18″ diameter suitable for vertical installation; self-contained sewage units; centrifugal water and sludge pumps (separate units

for diesel engines and electric motor couplings), smaller pumps must be shipped in units of 4 to a crate. Direct purchase and agency. George Cohen (Far East) Ltd. (importer, exporter, wholesaler, agent), 13th Floor, Asia Insurance Bldg., Finlayson Green, S'pore 1. WTD 7/10/62.

357 Office, Computing Machines

● **AUSTRALIA**—Electronic digital computing machine and equipment. Schedule No. C 9193, bid deadline June 18. Specifications and tender schedules are available from Postmaster-General's Dept., Stores and Contracts Branch, 114 Russell St., Melbourne, Victoria.★ (WO 7-2312)

ENGLAND—Transistorized office equipment; office systems. Direct purchase and agency. Ukcon (London), Ltd. (exporter, sales agent),3 Panton St., London, S.W.1. WTD 4/26/63.

Mechanical/electro-mechanical components, assemblies, or mechanism, preferably for digital control applications, for use in quantities as original equipment by manufacturers only. Direct purchase and agency. English Numbering Machines, Ltd. (manufacturer), 25 Queensway, Enfield, Middlesex. WTD 4/26/63.

SAUDI ARABIA—Small office adding, calculating, duplicating and mimeographing machines, electrically or manually operated. Direct purchase and agency. Al-Nahdhad Book Shop (importer, retailer, wholesaler, manufacturer and commission agent), P.O. box 353, Dammam. WTD 3/31/63.

358 Service Industry Machines

ECUADOR—Machinery for manufacture of rubber boots, overshoes, rubbers, tennis shoes, floor tiles; rubber grinding unit; requests replies from manufacturers only with catalogs; will inspect before making final selection. Luis F. Lozado (manufacturer), Calle Benalcazar 406, esq. Calle Bolivar, Quito.

Knitting machinery for manufacture of cotton knit materials, circular types; small capacity, used or rebuilt. Dario Dominguez R. (manufacturer), Fabrica "Sofil," Calle Venezuela 465, Quito.

Machinery for manufacture of automotive vehicle fan belts. Arturo Cifuentes O. (manufacturer, importer), Calle Flores 336, P.O. Box 673, Quito.

ENGLAND—Machinery for processing wooled sheepskins. Direct purchase and agency. Columbia Fur Dressers & Dyers, Ltd. (manufacturer, exporter), 1/5 Lamb Walk, Bermondsey St., London. S.E.1. WTD 3/14/63.

ENGLAND—Coin operated amusement and vending machines of all kinds. Direct purchase and agency. Major Matics Ltd. (manufacturer, exporter, wholesaler, importer, retailer), 182a New North Road, London. N.1. WTD 4/26/63.

ENGLAND—Components and assemblies to commercial refrigeration industry. Direct purchase and agency. Zero Electric, Ltd. (manufacturer, importer, exporter, sales agent, wholesaler), 55 Brace St., Walsall, Staffordshire. WTD 4/17/63.

FRANCE—Air conditioning equipment including fans, filters, air purifiers, humidifiers, dehumidifiers. Direct purchase and agency. Société Centrale d'Importation & d'Exportation (importer, dealer), 21 ave des Champs Elysees, Paris 8e.

FRANCE—Steam cleaning equipment, portable. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

Fuel pumps and related products; correspondence preferred in French. Direct purchase and agency. Th. Pernin & Fils (manufacturer), 104 rue de Stalingrad, Montreuil-sous-Bois (Seine). WTD 2/7/63.

Modern laundry-washing machinery for hotels, restaurants, hospitals, or institutions; also robot-kitchen equipment, preferably new devices; correspondence preferred in French. Exclusive importer-distributor for France or section. Compain Pere & Fils (dealer), Tabanac, Gironde or 161 Avenue Ledru-Rollin, Paris. WTD 5/17/62.

GERMANY—Food service equipment, such as syrup pumps, carbonators, cold-drink dispensers, and snack-bar equipment. Direct purchase and agency. Alisch Apparatebau, Gerhard Schneider KG (importer, wholesaler, manufacturer), 19 Rankestrasse, Berlin 30. WTD 3/21/63.

GERMANY—Airplane wiring; X-ray cables. Sueddeutsche Kabelwerke (manufacturer, exporter), 245-250 Waldhofstrasse, P.O. Box 2063, Mannheim. WTD 4/25/63.

GREECE—Spinning, weaving, finishing and dyeing machinery for wool, cotton, and synthetic fibers. Direct purchase and agency. Andrew Machairas & Son (sales agent), 12 Kolocotroni St., Athens. WTD 3/12/63.

HONDURAS—Machinery for manufacture of neolite-type sheets for shoe soles: one complete 60" mixing mill with motor, one 48" hydraulic press, one roughener, one boiler, appropriate dies; also machinery for manufacture of rubber boots and tennis shoes; new or used; also interested in quotations for complete factory. Indústrias Centroamericanas de Productos Sintéticos (manufacturer), Apartado 166, San Pedro Sula.

Machinery used in the manufacture of work shoes and medium category dress shoes for men, women and children; correspondence preferred in Spanish. Machinery, equipment and supplies for establishment of sole leather tannery; correspondence preferred in Spanish. Cooperativa de Productos de Calzado "La Igualdad," Ltda. (shoemakers cooperative association), 1a. Ave. #117, entre 11a. y 12a. Calles, San Pedro Sula, D.D.

■ **INDIA**—Component part for milk storage tanks; milk pasteurization plant components; road milk tankers components; milk reception equipment components; components for batch pasteurizers; components for cream ripening vats; components for Ghee boilers; interconnecting pipework. Loan 217. U.S. source. Bid deadline June 8. The A.P. V. Engineering Co. Pvt., Ltd., No. 2, Jessore Rd., Dum Dum, Calcutta 28. Cable: APVEC Calcutta. (Cable quotation followed by confirmation with full specification will be considered.) IL# A-587806/61/AU/DW/CCI/HQ/RM. Ref. 65 (201)/62-AID(1).★

■ Universal testing machine, complete; self aligning grips for flat and round specimens up to 1½" and 3" dia.; compression plate; stress-strain recorder; extensometers. Limited worldwide (898). Quotation deadline June 7. Education Services Inc., Kanpur Indo-American Program, 164 Main St., Watertown 72, Mass. Att: Mr. Robert E. Johnson, Purchasing Agent, where quotations are to be sent. Quote F.O.B. Boston. Requisition No. 1023 M.E.—30.

INDONESIA—Quotations on equipment for pasteurizing milk machines for manufacture of powdered milk; requests replies from manufacturers only. Zoapharma, Ltd. (importer, wholesaler, retailer); P.O. Box 2672, 9 Djl. Tjisedane, Djakarta. WTD 11/9/62.

IRAQ—Central air conditioning equipment and accessories. Daoud R. Rassam (importer, retailer, contractor), P.O. Box 272, Baghdad. WTD 3/12/63.

THE NETHERLANDS—Automatic car washing equipment; equipment must be able to wash 1,000 cars a day. H. van der Heijden's Import (importer, manufacturer), 287 Laan van N. O. Indie, The Hague. WTD 4/25/61.

■ **PAKISTAN**—Chrysler Airtemp compressors; Shell and tube condensers; electric motors; air handling units, 2 each; Chrysler Airtemp airconditioner; oil fired hot-water heater, complete. Loan No. 53. U.S. Source. Bid deadline May 27. Odeon Cinema, 5 Abbot Road, Lahore. S/A No. RM 040029.

THAILAND—Air conditioning components, laundry and kitchen plant equipment. Direct purchase and agency. Associated Consultants, Co., Ltd. (consulting engineer, architect, manufacturer's agent, importing distributor), 121 Soi Ban Gluey (57), Sukumvit Rd., Bangkok.

TURKEY—Air conditioning equipment. Ekrem Akomer ve Ort. Tic., Ltd., Sti. (import-export, contractor), Piremici Sokak No. 5/6, Istiklal Cad., Beyoglu, Istanbul. WTD 12/21/62.

361 Electric Transmission Distribution Equipment

● **GREECE**—Supply of low voltage fuse bases and fuse cartridges. Tender No. DMKD-336, bid deadline May 29. Estimated value of contract $170,000. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens.★ (WO 7-4242)

■ Fuse bases, handles and fuse cartridges, 15 items, various quantities. PA No. 240-700-898-221-2202. Limited worldwide (898). Bid deadline May 29. Ref. No. 190. Specifications may be obtained from the Greek Foreign Trade Admin., 2211 Massachusetts Ave., NW., Wash. 8, D.C. If the selected offer is from the U.S., purchase will be financed by AID or with free dollars.

● **NEW ZEALAND**—Multi-channel Oscillograph, one. Tender No. SHD 1278, bid deadline May 31. Forms and specifications available from the New Zealand Senior Trade Commissioner in the U.S., 1145-19th St., NW., Wash. 6, D.C.

■ **THAILAND**—Performed neoprene coated dead end grip, for polyethylene weatherproof covered, compact construction, all aluminum conductor, 38,000 each, various sizes and descriptions. Loan No. 19. Worldwide (899). Bid deadline May 31. Purchase & Stores Division, Metropolitan Electricity Auth., 121 Chakraphet Road, Bangkok. Invitation No. PDC-MEA-154. Complete Invitation to bid (single copy) available from the Embassy of Thailand, 2490 Tracy Place, NW., Wash. 8, D.C.★

TURKEY—Supply of 1 power transformer and 19 instrument or tripping transformers. Bid deadline is 12 noon, June 8. Specifications may be obtained from Iller Bankasi Ticaret Isler Mudurlugu, Ankara, for $1 per copy. One copy of specifications is available for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-4242).

TURKEY—Electrical measurement instruments and recorders. Alemdar Ticaret ve Sanayi A.S. (import-export, contractor), Veli Alemda Han, Kat 3 No. 18, Rihtim Caddesi, Galata, Istanbul. WTD 6/6/62.

362 Electrical Industrial Apparatus

ENGLAND—Industrial electrical timing and control equipment such as pressure switches, proximity switches, liquid level controls and solenoid valves. Direct purchase and agency. Electrical Remote Control Co. Ltd. (manufacturer and agent), The Fairway, Bush Fair, Barlow, Essex. WTD 7/26/62.

FRANCE—Portable welding torches. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

GERMANY—Industrial process control instrumentation and accessories; requests replies from manufacturers only. Direct purchase and agency. V.I.A. Vertretungsbuero fuer industrielle Ausstattungen GmbH (importer, sales agent), 4 Muehlenstrasse, 4 Duesseldorf. WTD 3/4/63.

■ **INDIA**—Direct reading pH meters; general purpose glass electrodes; test rolls; potentiometer. Loan No. 157. U.S. Source. Bid deadline May 29. Tribeni Tissues Private Ltd., 24B Park St., Calcutta 16. Cable: TRIBTISS, Calcutta. IL#983344/DLF.157/61/HQ/CG.III. Ref. No. 4(307)/63-AID-II.★

SWEDEN—Electrical controls and other electrical devices for industrial operations, designed to minimize risks of explosions. A. F. Annel (importer, wholesaler, manufacturer), Nybrogatan 64, Stockholm. WTD 2/19/63.

■ **VIETNAM**—Diesel operated generator, complete, 67.5 KW, 75 KVA, 90% power factor, 1000 RPM max., 3 phase, 50 cycle, 3 sets, including complete engine, generator, electrical control panel and spare parts. All new equipment of standard manufacture, with replacement parts readily available. CIF Saigon, in 6 copies, accompanied by drawings and other detailed specifications. Limited World Wide (901). Bid deadline May 27. Vietnam Automotive Battery Manufacturing Co., 49 Ben Chuong Duong, Saigon. FOB and freight costs indicated separately. U.S. Flag Vessel. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon, with another copy to the Industrial Development Division, AID, 32 Ngo-Thoi, Nhiem, Saigon. Copies of detailed specifications available from the Office of Small Business, AID, Room 2120 Barton Hall, Ohio Drive & Independence Ave., SW., Wash. 25, DC.

363 Household Appliances

ENGLAND—Electrical appliances, domestic industrial lighting fittings and equipment. Direct purchase and agency. The Brattel Electric Co., Ltd. (importer, sales agent), Island Farm Rd., West Molesey, Surrey. WTD 3/27/63.

FRANCE—Refrigerators; requests replies from manufacturers only in French. Direct purchase and agency. Société Nouvelec (importing distributor, wholesaler), 77 Avenue de la Liberation, Laxou-Nancy (M. & M.). WTD 3/20/63.

GERMANY—Aluminum filters for range hoods. Warsteiner Eisenwerke AG (manufacturer), 4788 Warstein/Sauerland. WTD 3/13/63.

IRAQ—Domestic gas and kerosene water heaters; requests replies from manufacturers only. Direct purchase and agency. Daoud R. Rassam (importer, retailer, contractor), P.O. Box 272, Baghdad. WTD 3/12/63.

SAUDI ARABIA—Household electrical appliances, such as refrigerators, washing machines, room air-conditioners, ceiling and table fans. Ibrahim Saleh Al-Attas (also known as: El Attas) P.O. Box 155, Dammam. WTD 3/21/63.

SWEDEN—Dishwashing machines. Distributorship for Sweden. Osby-Pannan AB (manufacturer, wholesaler, and retailer), Vattenvarmare-Kompaniet, Osby.

Automatic dishwashers. Distributorship for Sweden. AB Calux (manufacturer, wholesaler and sales agent), P.O. Box 3211, Stockholm 3.

364 Electric Lighting, Wiring Equipment

BRAZIL—Thread taps; taps for iron pipe; hand taps, English pattern (set of 3 pieces). Pepobark Importadora de Ferragens Ltda. (importer and distributor), Rua Florencio de Abreu 190, Sao Paulo.

ECUADOR—Complete line of electrical materials, such as lighting fixtures, wire, connections, plugs, outlets, accessories, and related products. Elida C. de Zedeno (importer), Calle Amazonas 1111, Quito.

GERMANY—Condensers for fluorescent lamps and electrical installation material, such as plugs, sockets and switches; correspondence preferred in German. Direct purchase and agency. Wolfgang Kuesgen (manufacturer's agent), 8 Juelicherstrasse, 5 Koeln. WTD 3/8/63.

365 Radios, Television Sets

ENGLAND—Transistor radios. Direct purchase and agency. I. Bier & Son Ltd. (founders, engineers, merchants, scrap metal refiners), Roman House, Wood St., London E.C.2. WTD 11/29/61.

FRANCE—Radios and transistors; correspondence preferred in French from manufacturers only. Direct purchase and agency. Societe Nouvelec (importing distributor, wholesaler), 77 Avenue de la Liberation, Laxou-Nancy (M.&M.). WTD 3/20/63.

Registered records or tapes. Societe Arfrance-Critere (editor), 3 rue du Fg. St. Honore, Paris 8.

FRANCE—Recording devices. Direct purchase and agency. Société Centrale d'Importation & d'Exportation (importer, dealer), 21 ave des Champs Elysees, Paris 8e.

SPAIN—Loudspeakers for public address systems and hi-fi installations. Casa Ros (importer, wholesaler, retailer), Camoens 1, Ceuta. WTD 3/8/63.

366 Communication Equipment

GERMANY—Wireless and other communication equipment, plants and accessories, including such equipment for military use. Direct purchase and agency. Funkelektrik GmbH. (manufacturer, importer), 79 Ulm a.d. Donau, 2 Boschstrasse.

■ **GREECE**—Automatic PABX Exchange 30/500 lines capacity for 500 subscribers; 30 trunk lines to be provided and installed at the new building of Athenai Airport. Tenderers must give the prices separately for automatic and hand operated equipment. PA No. 240-700-898-221-2202. Limited World Wide (898). Bid deadline May 27 (not the one shown on Invitation). Ministry of Trade, 50 Socrates St., 4th Floor, Athens. Ref. No. 395. Specifications may be obtained from the Greek Foreign Trade Admin., 2211 Massachusetts Ave., NW., Wash. 8, D.C. If the selected offer is from the U.S., purchase will be financed by AID or with free dollars.

■ Complete installation of 3 TV and 8 FM emission centers. Bids will be considered only from internationally recognized firms that have supplied and installed equipment to large sound broadcasting and TV organizations. All qualified firms, interested in bidding can obtain complete specifications from the Greek Government Foreign Trade Admin., 2211 Massachusetts Ave., NW., Wash. 8, D.C. If the selected offer is from the U.S., purchase will be financed by AID or with free dollars. PA#240-700-898-221-2202. Limited World Wide (898). Bid quotation deadline July 1. The Hellenic National Broadcasting Institute, Athens.

INDIA—Radio-paging system with intercom, cabin and cockpit address amplifiers for selective calling of airfield personnel, including air crew, ground crew and security guards; requests printed literature on such equipment; replies from manufacturers only requested. Aero-Equipment & Agencies Corporation (importer, distributor), Postal Hangar, Bombay Airport, Bombay 29.

MALAYA—One phase televisions, 625 lines; channel 5, video 175.25 mcs., sound 180.25 mcs., horizontal polarization; channel 8, video 196.25 mcs., sound 201.75 mcs. 230v AC 50 cycles; TV antennas, linearity, sweep, market generators, field strength meters, oscilloscopes and other test instruments and books on TV repair. Terms. C.I.F. Singapore; requests quotation. Winli Radio Co. (importer, distributor), 557 Penang Road, Penang. WTD 9/12/62.

■ **PAKISTAN**—High frequency aerial system; various electric installations and equipment. Loan No. 53. U.S. source. Tender No. VA-2/ICA/67259/L-53/2/63; and L-53/3/63. Bid deadline June 11. Director General of Supply and Development, Frere Road, Karachi.

■ Various electrical equipment. Tender No. VA-2-ICA/67259/L-53/3/63; installation of high frequency aerial system. VA-2-ICA/67259/L-53/2/63. Bid deadline extended to June 11 by Director General of Supply and Development, Frere Road, Karachi. Loan No. 53. U.S. source. Previously published in SBC, CBD and IC, pg. 35, 4/22/63, with bid deadlines of May 15 and May 11.★

PHILIPPINES—Telecommunications equipment. Power and Communications Engineering Services, Inc. (contractor), Labrador Building, M.H. del Pilar at Remedios, Malate. WTD 7/17/62.

367 Electronic Components

ECUADOR—Electric resistors for building household appliances. Requests replies in Spanish. Camas y Colchones, S.A., C.I.C.S.A. (importer, Boyaca No. 1418, P.O. Box 3526, Guayaquil. WTD 4/17/63.

ENGLAND—Electronic instruments and components. Direct purchase and agency. Winston Electronics, Ltd. (manufacturer), Govett Ave, Shepperton, Middlesex. WTD 8/22/62.

Electronic components. Direct purchase and agency. Electronics & Automation (London), Ltd. (manufacturer, sales agent), Maxwell House, 11 Arundel St., London. W.C.2. WTD 4/5/63.

FRANCE—Magnetic bands for electronic calculators. E.C.M.—Societe Europeenne des Cartes & Produits Magnetiques (importer, dealer), 22 rue Pauvree, Roubaix (Nord). WTD 2/21/63.

Electronic equipment, all kinds. Direct purchase and agency. Novelec (manufacturer), 41 rue Sedaine, Paris 11e. WTD 4/18/62.

369 Electrical Machinery

ITALY—X-ray and dark room accessories. L'Accessorio Radiografico (importing distributor), Via Cardinal Mezzofanti 36, Milan. WTD 9/11/62.

371 Motor Vehicles, Accessories

ECUADOR—Automotive parts, accessories of all kinds for automotive equipment. Elida C. de Zedeno (import), Calle Amazonas 1111, Quito.

■ Trucks, carryall, 8 cylinders, 4 wheel drive, 4 gears forward, 1 reverse, 750x16, 6-ply nylon tires and tubes, extra heavy duty springs and shock absorbers with oil bath air filter. Army green color, 6 each. Loan No. 195. U.S. Source. Bid deadline June 1. Republic of Ecuador, Secretaria General de Planeacion Economica, Quito. CIF Guyaquil. U.S. Flag vessel, prices must not include consular fees. Detailed description with brochures in detail to show basic costs and cost of all extras should be sent with quotation.

ENGLAND—Motor car accessories, such as spot lamps, luggage racks, warning hooters, various car embellishments, mirrors, novelty accessories. Direct purchase and

agency. Harry Moss (London), Ltd. (importer), 61-2 Crutched Friars, London E.C.3. WTD 4/3/63.

Motor vehicle spare parts for cars and trucks. Direct purchase and agency. Nordian Exports, Ltd. (exporter, importer), Matching Airfield, Abbess Roding, Ongar, Essex. WTD 4/22/63.

Automobile accessories, including engine tuning accessories and equipment. Direct purchase and agency. Motor Boods & Accessories (manufacturer, exporter, importer, wholesaler, retailer), 33 St. Martin's Court, St. Martin's Lane, London. W.C.2. WTD 4/1/63.

FRANCE—Hydraulic servo-drive, hydrostatic transmission equipment, and other industrial equipment for aviation, motorcars and agriculture. Direct purchase and agency. Ets. Paul Jacottet (manufacturer), 7-7bis rue Jean Mermoz, Versailles (Seine & Oise). WTD 1/4/63.

Diesel injection equipment and fuel filters; correspondence preferred in French. International Diesel Industry Corp.—IDIC (manufacturer, importer), 18 rue de la Pepiniere, Paris 8e. WTD 2/20/62.

Automobile electrical spare parts such as plugs. Direct purchase and agency. Projecteurs Cibie (manufacturer), 17 rue Valentine, Bobigny (Seine). WTD 3/18/63.

Automotive supplies, all kinds. Direct purchase and agency. Bohly Freres (wholesaler, agent), 72 Avenue des Champs-Elysees, Paris 8.

GERMANY—Automobile parts of all kinds for European vehicles; correspondence preferred in German from manufacturers only. Linke & Ehring (importer, exporter, wholesaler), 78-84 Hertener Strasse, 435 Recklinghausen. WTD 3/4/63.

Accessories of all kinds used in automobile body plants; requests replies from manufacturers only. Direct purchase and agency. Gebr. Happich GmbH. (manufacturer, importer, exporter, wholesaler, sales agent), 62-76 Neuenteich, 56 Wuppertal-Elberfeld. WTD 3/20/63.

Automotive accessories; correspondence preferred in German. ORAG, Oberrheinische Automobil-Zentrale, Erich Kuebler (importer, wholesaler, retailer), 78 Freiburg / Breisgau, 1 Friedrichstrasse.

■ **INDIA**—Parts for right hand drive vehicles, Dodge, Studebaker, Jeep, Chevrolet. Loan No. 217. U.S. source. Bid deadline May 30. Addison & Co., Ltd., 158 Mount Road, Madras 2. Cable: ADDISONCO, Madras. IL#sE268725/61/EI/M/LIV and E/268726/61/EI/M/LIV.★

MEXICO—Automotive line. Distribuidora de Fabricas, S.A. (automotive accessories and parts), Apartado Postal No. 166, Torreon, Coahuila. WTD 4/29/63.

MOROCCO—Air conditioners for buses 20 to 40 seat capacity. Maroc Tourist (operator of chain of hotels), 4 Rue Aflau, Tetuan.

NETHERLANDS—Lubrication and service station equipment: H. van der Heijden's Import (importer, manufacturer), 287 Laan van N.O. Indie, The Hague. WTD 4/25/61.

PHILIPPINES—Truck and tractor spare parts. Sta. Ines Logging Enterprises, Inc. (producer-exporter) 404 Madrigal Bldg., Escolta, Manila. WTD 1/10/62.

372 Aircraft, Parts

AUSTRALIA—Sailplanes, preferably of all-metal construction. Auster Aircraft (Australia) Pty., Ltd. (importer, wholesaler and manufacturer), P.O. Box 11, Bankstown, N.S.W. WTD 10/27/61.

373 Ship, Boat Building, Repairing

ENGLAND—Cruisers, run-abouts. Direct purchase and agency. Nottingham Marine Ltd. (retailer and manufacturers agent), 259A Mansfield Road, Nottingham.

ITALY—Plastic boats. Direct purchase and agency. Fonain, Forniture Navali & Industriali (wholesaler, agent), 52 Scali d'Azeglio, Leghorn.

TURKEY—Ship equipment. Ekrem Akomer ve Ort. Tic., Ltd., Sti. (import, export, contractor), Piremici Sokak 5/6, Istiklal Caddesi, Beyoglu, Istanbul. WTD 12/21/62.

380 Professional, Scientific, Controlling Instruments

ENGLAND—Engineering equipment; instruments for measuring and controlling temperatures. Direct purchase and agency for the United Kingdom. Thos. P. Headland Ltd. (manufacturer, exporter, importer), Melon Road, London, S.E.15. WTD 3/26/63.

ITALY—Sounding equipment, compasses, nautical instruments and new instruments and equipment in nautical field in general. Direct purchase and agency. Fonain, Forniture Navali & Industriali (wholesaler, agent), 52 Scali d'Azeglio, Leghorn.

381 Engineering, Laboratory, Scientific Instruments

ENGLAND—Instruments; scientific and precision equipment. Direct purchase and agency. Winhall & Rogers, Ltd. (exporter, sales agent), 3, Sherwood Park Rd., Sutton, Surrey. WTD 4/10/63.

FRANCE—Laboratory equipment. Direct purchase and agency. Laboratories Eurobio (manufacturer), 20 bld St-Germain, Paris 5e. WTD 1/31/63.

Nautical instruments and accessories. France International Representation (importer, dealer), 51 Avenue Aristide Briand, Arcueil (Seine). WTD 1/9/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ENGLAND—Ultrasonic flaw detection equipment. Direct purchase and agency. Glass Developments Ltd. (importer, wholesaler, sales agent), Sudbourne Road, London. S.W.2.

FRANCE—Quality control equipment. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

Control devices for industrial heating apparatus. Direct purchase and agency. Mabor (manufacturer), 17 quai Clemenceau, Bougival (Seine & Oise).

GERMANY—Regulating and controlling systems for automatic weighing and mixing. Novotechnik Kg., Offterdinger & Co. (manufacturer, importer, exporter, retailer, sales agent), Horbstrasse, Ruit bei Stuttgart. WTD 3/15/63.

SWEDEN—Distance reading thermostats; requests replies from manufacturers only. AB Birka Regulator (manufacturer, wholesaler), Surbrunnsgatan 53, Stockholm Va. WTD 4/22/63.

384 Surgical, Medical, Dental Instruments

ECUADOR—Small portable oxygen tanks already charged with oxygen. Eduardo Damerval (importer, exporter, commission agent), Malecon No. 2216, P.O. Box 5892, Guayaquil. WTD 3/14/63.

FRANCE—Safety goggles. The Babb Co. (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

GERMANY—New dental products, particularly in the sector of dental prostheses; correspondence preferred in German or French. Engel Dental Co. (importer, wholesaler), 78 Freiburg/Breisgau, 243 Kaiser-Joseph-Strasse.

385 Opthalmic Goods

ECUADOR—Sun-glasses. Requests replies in Spanish. Gilberto Flores B. (importer) Luque No. 329, Casilla 1218, Guayaquil. WTD 4/22/63.

JAPAN—De-icers; colored glasses protecting automobile drivers from headlight glare. Sanko Trading Co., Ltd. (importer, exporter), New Yotsubashi Bldg., 59 Kitasumiya-cho, Minami Ku, Osaka.

386 Photographic Equipment

DENMARK—Photographic supplies and equipment, especially 8mm and 16mm films and film projectors. Camillos Foto (importer, retailer), 8 Smedelundsgade, Holbaek. WTD 3/8/63.

Photocopy machines and systems; requests replies from manufacturers only. Direct purchase and agency. Lystrykpapirfabrikken Diadan (importer), 3-5 Knapholm, Copenhagen, Herlev. WTD 3/12/63.

ITALY—16-millimeter sound educational motion pictures. C.I.F.D., Compagnia Italiana Film Didattici (retailer), 4 Via Cristoforo Colombo, Bologna.

SPAIN—Cameras and photographic supplies. Jose Amram (importer, retailer, wholesaler), Primo de Rivera 26, Ceuta.

THAILAND—Blue print reproduction equipment and paper. Direct purchase and agency. Associated Consultants, Co., Ltd. (consulting engineer, architect, manufacturers' agent, importing distributor), 121 Soi Ban Gluey (57), Sukumvit Rd., Bangkok.

387 Clocks, Watches

ENGLAND—Clocks watches. Direct purchase and agency. Ponsford, Newman & Benson, Ltd. (importers, wholesalers) 5, Broad Street Place, Blomfield St., London. E.C.2. WTD 4/24/63.

394 Toys, Amusements, Sporting Goods

ECUADOR—Toys; requests catalogs and price lists from manufacturers only. Comercial Importadora J.J. Medina C.A. (importer), Aguirre No. 407-409, P.O. Box 707, Guayaquil. WTD 8/13/62.

ENGLAND—Books, picture books. Direct purchase and agency. Ponsford, Newman & Benson Ltd. (importer, wholesaler) 5, Broad Street Place, Blomfield St., London. E.C.2. WTD 4/24/63.

FRANCE—Bowling equipment; correspondence preferred in French. Direct purchase and agency. Compagnie Generale d'Automatisme (manufacturer), 12 rue de la Baume, Paris.

GERMANY—Sporting goods, such as tennis rackets, archery equipment, and diving equipment; requests replies from manufacturers only. Direct purchase and agency. Lothar Heubel (importer, agent, exporter), Hardthof, 5 Koeln-Duenwald. WTD 3/8/63.

ITALY—Scientific toys of all kinds. Oreste Mondanelli (retailer), 52 Via Ricasoli, Leghorn.

Baseball bats, golf clubs, golf bags, golf gloves, archery equipment, baseball gloves. Direct purchase and agency. Requests replies in Italian, French. Requests prices FOB New York. Stadium di L. & M. Valbonesi (retailer), 18 Corso Amedeo, Leghorn.

★★ **NETHERLANDS—Trade Mission**

General importer wishes agency or direct purchase agreement for educational toys of all types; All over the World, Watteaustraat 3, Amsterdam-Z. I.R.-1.

RHODESIA, NYASALAND—Sport goods, arms and ammunition and fishing tackle. Alick Stuart (Pvt.), Ltd. (wholesaler, retailer), P.O. Box 306, Bulawayo, Southern Rhodesia. WTD 3/7/63.

SAUDI ARABIA—Educational aids, such as children's school educational aids, novelties, toys and equipment. Direct purchase and agency. Al-Nahdhad Book Shop (importer, retailer, wholesaler, manufacturer, commission agent). P.O. Box 353, Dammam. WTD 3/31/63.

SPAIN—Toys and novelties in the medium price range, especially large, inflatable plastic animals. Casa Ros (importer, retailer, wholesaler), Camoens 1, Ceuta.

395 Office Materials

BELGIUM—All kinds of small office equipment and gadgets; machinery, furniture, cabinets and other large equipment are not wanted; requests replies from manufacturers only. D.V., S.P.R.L. (importer), 32, rue de l'Automne, Brussels 5. WTD 2/11/63.

FRANCE—Office supplies: ink, hectograph and typewriter carbons, typewriter ribbons; correspondence preferred in French. Societe Commerciale d'Organisation de Bureau (dealer), 25 rue de Verneuil, Paris 7e.

SAUDI ARABIA—School and office supplies. Direct purchase and agency. Al-Nahdhah Book Shop (importer, retailer, wholesaler, manufacturer, commission agent). P.O. Box 353, Dammam. WTD 3/31/63.

SPAIN—General office supplies and equipment, drawing materials. Direct purchase and agency. Angel Gago Grobas (importer, wholesaler), Gasset 14, Puebla del Caraminal, La Coruna. WTD 3/27/63.

SWEDEN—Water color sets; gouache color sets; tempera color sets. Direct purchase and agency. AB Alexander Graf (agent, manufacturer), Halmstad.

396 Costume Jewelry, Novelties, Buttons, Notions

ECUADOR—Costume jewelry, gift articles, luxury goods, ladies' fans. Requests replies in Spanish. Gilberto Flores B. (importer), Luque No. 329, Casilla 1218, Guayaquil. WTD 4/22/63.

ENGLAND—Haberdashery articles such as buttons, buckles. Direct purchase and agency. C. Bartholomew & Sons, Ltd. (importer, sales agent, wholesaler), National Provincial Bank Buildings, 2-4 Little Britain, London, E.C.1. WTD 4/25/63.

SWEDEN—Metal and plastic hairpins, bobby and other types; hair clips; hair curlers, foam cushion brush rollers and other types. Direct purchase and agency. AB Alexander Graf (agent, manufacturer), Halmstad.

398 Brooms, Brushes

● **CONGO, REPUBLIC OF THE**—Supply of 1,300 fine horse-hair brooms; 6,000 broomcorn fibre brooms; 1,800 hand brushes, durable horse-hair or plastic; 4,000 wood broom handles, 25 mm. x 1.25 m. Tender No. 3432/2/63, bid deadline 11 a.m., May 31. Chef de la Section "Approvisionnements" du Gouvernement Central-Magasins Generaux B.P. 3045, Leopoldville/Kalina. Tender and specifications in French★ (WO 7-2923).

★★ **NETHERLANDS—Trade Mission**

Interested in importing and/or agency agreement for all types of consumer goods for sale through retail stores; Las Agents, Delftlaan 189, Haarlem. I.R.-11.

Distributor of household products seeks exclusive distributor of all types of household goods in Nigeria; W. J. Besseling & Co., P.O. Box 75, Rotterdam. I.R.-8.

SWEDEN—Brooms, brushes and hair pencils, all kinds including power driven industrial brushes. Direct purchase and agency. Klimabolaget AB (wholesaler, agent), P.O. Box 13012, Malmo 13. WTD 4/26/63.

399 Manufacturing Industrial Products

AUSTRALIA—Lamp shades for table lamps which appear to show moving pictures when turned on. Alliance Agencies (importing distributor, commission agent), 114a Linden Court, Market St., Sydney.

DENMARK—Sponges, chamois, toilet articles (excluding cosmetics), William Bencke & Co. (importing wholesaler), 1 Langelinie, Odense. WTD 3/19/63.

ENGLAND—Novelties, fancy goods, housewares gadgets. Direct purchase and agency. I. Bier & Son Ltd. (founders, engineers, merchants, scrap metal refiners), Roman House, Wood St., London. E.C.2. WTD 11/29/61.

Fancy goods, novelties, notions. Direct purchase and agency. Lumex (Great Britain) Ltd., (exporter, importer), 110 Marylebone High St., London. W.1.

Luxury articles, tableware and original gifts. Direct purchase and agency. X-Lon Products Ltd. (manufacturer, importer, exporter, and wholesaler), 48 Gillingham St., London. S.W.1. WTD 4/19/61.

ENGLAND — Novelties, fancy goods—household gadgets. Direct purchase and agency. The Mako Artware, Ltd. (wholesaler), 66 Blandford St., Baker Street, London. W.1. WTD 4/26/63.

Decorative ribbons of all types and gift pack novelties. Direct purchase and agency. Tyruplex, Ltd. (manufacturer), 111, High St., London. N.W. 10. WTD 4/5/63.

FINLAND—Tobacco items. Pekka Jerkku Oy, (importer, agent, wholesaler), Mannerheimintie 16, Helsinki. WTD 4/19/63.

FRANCE—Gadgets and plastic coated articles such as napkins, for sale in department stores and supermarkets. Direct purchase and agency. Société Linjvyl (manufacturer), 2 rue de Paradis, Paris 10e. WTD 2/12/63.

Gift articles: smokers supplies, stationery, small leather goods and gadgets. Direct purchase and agency. Trefort & Cie. (import, export), 13 rue d'Hauteville, Paris 10.

Decorative articles for furniture and buildings; correspondence preferred in French. Société de Quincaillerie Daffi (manufacturer, dealer), 222 rue Etienne Marcel, Bagnolet (Seine).

IRAQ—Painting equipment such as brushes, mixers, mixing pans, pumps, sprayers and spray hose; requests replies from manufacturers only. Direct purchase and agency. A. Hadi Salen Mandob (importer, wholesaler, retailer, commission agent), 18/46 Victory St., Karkh, Baghdad. WTD 11/2/62.

JAPAN—Liquid propane tank volume measuring devices. Omori Oil Co., Ltd. (wholesaler, retailer), 1-8 Sugawara-cho, Naka-ku, Nagoya. WTD 3/1/63.

■ **NIGERIA**—Continuous screw woodworking vise; generator; pump; typewriters, adding machines; calculating machines; incubators, brooders; seed treater and cleaner; planter; tool bar with cultivator; sprayer; hammer mill; school bus; laboratory equipment and supplies, microscopes; shop benches, desks and chairs. For agricultural education in Northern Region. PIO No. 620-N-11-AJ-9-20164. Limited World Wide (901). Bid deadline May 24. Firms wishing to bid are instructed to send their offers, including cost of delivery C&F Apapa, to: Mr. D. Simpson, (Various 3638), The Crown Agents, 4 Millbank, London, S.W.1., England.★

■ Vise, woodworking, Columbia, or equal, 78 each; generators; pumps; typewriters; adding machines; calculating machines; incubators; brooder; seed treater and cleaner; tool bar with cultivator; sprayer; hammer mill, school bus; laboratory equipment; shop benches, desks and chairs. PIO/C No. 620-N-11-AJ-9-20164. Limited World Wide. Bid deadline May 31. For Agricultural Education, Northern Region. Firms wishing to bid are instructed to send their offers, including cost of delivery, C&F Apapa, to: Mr. D. Simpson, (Various 3638), The Crown Agents, 4 Millbank, London, S.W.1, England.★

■ Scientific instruments, such as rain gage; generators; Underwood typewriters, adding and calculating machines; 2-ton trucks, spare parts; trailer. PIO/C No. 620-A-11-AC-9-20139. Limited World Wide (901). Bid deadline May 31. For Agriculture Production and Distribution, Northern Region. Firms wishing to bid are instructed to send their offers, including cost of delivery C&F Apapa, to: Mr. D. Simpson, (Various 3638), The Crown Agents, 4 Millbank, London, S.W.1, England.★

SWEDEN—Hair brushes; tooth brushes; shaving brushes; toilet brushes; artist brushes; hair pencils; cloth brushes; paint and varnish brushes. Also metal combs. Direct purchase and agency. AB Alexander Graf (agent, manufacturer), Halmstad.

Plastic cases with mirrors, 100,000 gilded on outside and velvet finish on inside, folded; approximate size folded 1½" x 1½"; request replies from manufacturers with samples as soon as possible. Handels- & Fabriksfirman Stiko (wholesaler, sales agent), Wallingatan 35, Stockholm C. WTD 4/9/62.

SWEDEN—Display figures and forms, all types and materials, excluding plastic (including mannequins, silk flowers); decoration paper and other window display materials. Direct purchase and agency. Klimabolaget AB (wholesaler, agent), P.O. Box 13012, Malmo 13. WTD 4/26/63.

THAILAND—Custom made labels. Direct purchase and agency. Associated Consultants, Co., Ltd. (consulting engineer, architect, manufacturer's agent, importing distributor), 121 Soi Ban Gluey (57), Sukumvit Rd., Bangkok.

505 Farm Products—Raw Materials

ENGLAND—Raw wooled sheepskins. Direct purchase and agency. Webb & Son (Combs) Ltd. (manufacturer and exporter), Combs Tannery, Nr. Stowmarket. WTD 3/7/63.

Raw North American Sheep and Lambs skins. Direct purchase and agency. Columbia Fur Dressers & Dyers Ltd. (manufacturer and exporter), 1/5 Lamb Walk, Bermondsey St., London, S.E.1. WTD 3/14/63.

FRANCE—Animal hoofs (unshoed, dried), and related products; cattle horns free from waste materials. Leonce Cubille & Cie. (Etablissements), (manufacturer of horn-combs, wholesaler, exporter), Boite Postale No. 2, Belesta, Ariege. WTD 4/25/ 61.

509 Wholesaler Products

AUSTRALIA — Scrap, white newsprint

suitable for second grade wrapping; requests quotes either in jumbo rolls or in ream form. International Paper Merchants Pty. Ltd. (importer, manufacturer, retailer, commission merchant), Scarborough Beach Rd., Osborne Park.

DENMARK—Used, unwashed, acetate cinema films, 35mm. in reels, black-wihte as well as color, guaranteed free of nitrate and negative material, packed in second-hand jute bags. Fritz Lissauer (importer), 38 Skt. Pedersstraede, Copenhagen K. WTD 11/28/63.

TURKEY—Natural raw rubber—RSS-4, $5,000. PA No. 277-891-898-356-3208. Limited worldwide (898). Quotation deadline May 29. Ahmet Sayicierm Caglayan Lastik Fabrikasi, Konya-Ermenek. Cable: LASTIKCILER, Ermenek. S/A No. 1288.

781 Motion Pictures

CEYLON—Motion pictures; motion films including documentaries and serials; Purchase of sole exhibition rights to be run on contract basis. Direct purchase and agency. P. Sivanandan (importing distributor), P.O. Box 298, Colombo. WTD 10/30/61.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

195 Small Arms

PORTUGAL—Firearms and ammunition; sporting rifles, shotguns. A. Macedo Silva, Lda. (importer, distributor, sales agent, retailer), Rua da Vitoria 73-1° (Esquina Rua do Ouro), Lisbon 2. WTD 2/20/63.

196 Small Arms Ammunition

PORTUGAL—Hunting equipment; cartridges, lead shot, bullets, and related lines. A. Macedo Silva, Lda. (importer, distributor, sales agent, retailer), Rua da Vitoria 73-1° (Esquina Rua do Ouro), Lisbon 2. WTD 2/20/63.

200 Food

FRANCE—Fabrics, all kinds; correspondence preferred in French. Societe Alexandre Vernier (manufacturer), 28 rue Gounod, Tourcoing (Nord).

Canned goods, Alaska crab meat, Hawaiian pineapples, fruit juices; requests replies from packers and exporters only. Paul Coutau-Begarie (sales agent), 15 Rue Grangeneuve, Bordeaux, Gironde. WTD 4/2/62.

GREECE—Corn, wheat, and other cereals; soybean oil. Fred S. Petilon (importing wholesaler, distributor, sales agent), P.O. Box 63, 4 Dragatsaniou St., Athens. WTD 3/8/63.

ITALY—Foodstuffs; particularly canned meats, vegetables, fruits, and fruit juices. Martino Fevles (agent), 99, Via S. Donato, Turin. WTD 2/26/63.

SPAIN—Foodstuffs such as canned pineapples, white dried beans in bags of 100 lbs. and sunflower seeds for extraction of oil and human consumption. Commission agency. Ramon Vaguero Martin (commission agent), Vidrio 5, Seville. WTD 4/3/63.

SWEDEN—All kinds of foodstuffs; requests replies from manufacturers only. Inkopscentralernas AB ICA (importer, wholesaler), Samuelsgatan 18, Stockholm 7. WTD 4/1/63.

201 Meat Products

GERMANY—Canned poultry. Import-Handelsgesellschaft Schmitz K. G. (sales agent), 4053 Suechteln, 1 Krefelderstrasse. WTD 3/14/63.

203 Canning, Preserving Foods

FRANCE—California dried fruits, Santa Clara dried prunes; of good quality, preferably larger sizes. Paul Coutau-Begarie (sales agent food products, canned goods, dried fruits), 15 rue Grangeneuve, Bordeaux, Gironde. WTD 4/2/62.

GERMANY—Canned fruit, vegetables and juices. Import-Handelsgesellschaft Schmitz K. G. (sales agent), 4053 Suechteln/Rhld., Krefelderstr, 1. WTD 3/14/63.

Canners of canned peaches, apricots, strawberries, pears, green beans, carrots and peas mixed, lima beans, rock lobsters and crabmeat. Riko Agentur Ernst Resch (sales agent), Luebecker Strasse 114, Hamburg 22.

GREECE—Frozen foodstuffs such as frozen beef, pork and chicken. Direct purchase and agency. Merkurios Papastefanu (manufacturer, importer, wholesaler), 49 Canada St., Rhodes. WTD 4/29/63.

NETHERLANDS ANTILLES—Canned fruit juices, vegetables and fruits. Gilberto P. de Paula (agency), P.O. Box 184, Willemstad, Curacao.

NORTHERN IRELAND—Prunes; requests quotation prices CIF Dublin. Agency for Northern Ireland and Ireland. W. G. Buchanan & Son (produce broker and importer of foodstuffs and grain), 8 Corporation St., Belfast 1. WTD 4/9/63.

Raisins; requests price quotations CIF Dublin. Agency for Ireland. W. G. Buchanan & Son (produce broker, importer of foodstuffs, grain), 8 Corporation St., Belfast 1. WTD 4/9/63.

PORTUGAL—Dehydrated products, such as; meat cuts, chickens, soups, vegetables, and fruits; requests replies from manufacturers only. Jorge P. Almasque (importer, wholesaler), Rua do Alecrim, 7, Lisbon 2. WTD 4/22/63.

SPAIN—U.S. peeled shrimps packed in tin and glass containers. Comercio & Agencias A/C (agent), Juan Rejon 65, Las Palmas de Gran Canaria (Canary Islands). WTD 4/18/63.

204 Grain Mill Products

NORTHERN IRELAND—Bran, pollard, and maize by-products for use in animal feed; requests quotation prices c.i.f. Belfast for 100-500 ton lots. Robert Wilson & Son (Belfast), Ltd. (manufacturer, distributor of animal feed), 20-26 Great Patrick St., Belfast.

Soya flour; agent on commission basis; request prices c.i.f. Belfast or Dublin. W. G. Buchanan & Son (produce broker, importer), 8 Corporation St., Belfast 1. WTD 11/22/61.

SPAIN—U.S. white corn meal (of Maizena type) in packages. Comercio & Agencias A/C (agent), Juan Rejon 65, Las Palmas de Gran Canaria (Canary Islands). WTD 4/18/63.

SWEDEN—Brewer barley; requests replies from manufacturers only. Einar Elkstrom (exporter), Kocksgatan 36, P.O. Box 4039, Stockholm 4. WTD 3/28/63.

206 Sugar

GERMANY—Sugar and sugar by-products such as white sugar, raw sugar, fodder sugar, beet sugar molasses, cane sugar molasses, leached and dehydrated sugar beet pulps, unleached and dehydrated sugar beet pulps. Richter & Schatz (manufacturer's agent and broker), 52 Am Birkenbuschk, Postfach 367, 507 Bergisch-Gladbach Bez. Koeln. WTD 1/22/63.

209 Food Preparations

NORTHERN IRELAND—Soya meal; requests c.i.f. Belfast or Dublin quotation prices. Commission agency. W. G. Buchanan & Son (produce broker, importer), 8 Corporation St., Belfast 1. WTD 11/22/61.

PAKISTAN—Olive oil. Modern Trading Co. (importing distributor, commission agent), 63 Nisbet Rd., P.O. Box 284, Lahore. WTD 7/30/62.

SPAIN—U.S. instant coffee packed in tin and glass containers. Comercio & Agencias A/C (agent), Juan Rejon 65, Las Palmas de Gran Canaria (Canary Islands). WTD 4/18/63.

211 Cigarettes

PERU—Name-brand U.S. cigarettes. Exclusive agency for Peru (and possibly Bolivia and Chile). F. N. Jones & Cia. S.A. (importing distributor, broker), Apartado 1922, Lima. WTD 10/3/62.

220 Textile Mill Products

FRANCE—Textile articles, or preferably to create in their own Rouen store a depot & distributing center of any textiles for France; correspondence preferred in French. Etablissements Jore (manufacturer), 21 Rue Georges d'Amboise, Rouen. Seine-Maritime. WTD 3/15/63.

Sport and waterproof textile goods. Comptoir International Import-Export (importer, dealer), 72 rue des Tourelles, Paris 3. WTD 3/15/63.

SOUTH AFRICA—Cotton shirting poplins, printed cotton shirtings, printed cotton flannelettes, and suitings of polyester fiber/wool mixtures. G. W. Cowie & Co. (Pty.), Ltd. (manufacturers agent), Piccadilly House, Aliwal St., or P.O. Box 2350, Durban.

All types of cotton, man-made fiber, and silk piece goods; requests replies from manufacturers only or their sole export house. Kamener Agencies (indent agent), 30 Waterkant St., Cape Town. WTD 2/20/63.

SWEDEN—Woolen cloth, including worsted cloth, and materials for men's and ladies' outerwear; requests replies from manufacturers only. Ivan Sjoberg & Co. (sales agent), Skolgatan 18, Norrkoping. WTD 9/19/61.

Textiles and household textile products; requests replies from manufacturers only. Inkopscentralernas AB ICA (importer, wholesaler), Master Samuelsgatan 18, Stockholm 7. WTD 4/1/63.

SWITZERLAND—All types of cotton and synthetic fabrics used in men's and women's clothing industries, drapery fabrics. K. W. Schwarz (importing agency), 1 St. Peterstrasse, Zurich 22. WTD 4/1/63.

225 Knitwear

GIBRALTAR — Ladies' hosiery. M.M. Benady (commission agent), 1 Governor's Parade (P.O. Box 62), Gibraltar. WTD 4/25/63.

227 Floor Covering

NORWAY—Tufted carpets for household and office use. Johan Heltung (manufacturer's agent), 24 Rosenkrantzgaten, Oslo. WTDR 3/14/63.

228 Yarns, Thread

GREECE—Yarns, acrylic and Nylon; requests replies from manufacturers only. Commission agency. Greek Affairs Trading Co., Ltd. (sales agent, importer, wholesaler), 23 Philellinon St., Athens. WTD 3/14/63.

229 Textile Goods

BELGIUM—All kinds of imitation leather including rainwear fabrics. Exclusive agency. R. H. Berghmans (sales agent), 193, Avenue Victor Rousseau, Brussels 19.

Imitation leather; requests replies from manufacturers only. 5 Continents (agent), 32, Square des Latins, Brussels. WTD 4/8/63.

PHILIPPINES—Mohair weather stripping for aluminum doors. Hooven (Philippines), Inc. (manufacturer), Sheridan corner Williams Sts., Mandaluyong, Rizal.

230 Apparel

GERMANY—Stylish children's clothing for department stores and other children's wear outlets; warehouse facilities are available; requests replies from manufacturers only. Helmut Gruenewald (importer, wholesaler, manufacturer's agent), 38 Grunnerstrasse, 4 Duesseldorf. WTD 3/22/63.

NETHERLANDS ANTILLES — Complete line of beachwear. Latin American Trading Co. (agency), Majoorsweg 12, P.O. Box 659, Curacao. WTD 11/3/61.

SAUDI ARABIA—Children's accessories. Lucky Store (importer, retailer, wholesaler, commission agent), Amir Khalid St., Alkhobar. WTD 3/25/63.

233 Women's, Misses', Juniors' Outerwear

GERMANY—Ladies' dresses of crease-resistant fabric, packed in plastic or other type containers; offers on c.i.f. Hamburg basis should be accompanied by samples. Ferdinand Staab (manufacturer's agent), Hochalle 10, Hamburg 13.

242 Sawmill, Planing Mill Products

GERMANY—Sawn pitchpine 1¾", 2", 2½", and 3", flitch sawn and square edged, 8" and up in width; kiln dried saps 1", 1½", 1¼", ⅞" by 4" and up in width, from Gulf and East Coast areas; hardwood, plywoods and veneer logs; sulphite and sulphate, bleached and unbleached woodpulp kraftliner. Jacob Juergensen (sales agent), Heinrich Hertz Strasse 5, Hamburg 22.

ITALY—Pitchpine and douglas fir; requests replies in Italian from manufacturers only, using the metric to indicate sizes and thickness. Fabris Ariati & C., S.A.S. (importer, wholesaler, retailer), Via Borgo Punta 20, Ferrara.

261 Pulp Mill Products

GREECE—Power distribution equipment and supplies. Harry Pan. Bouras (sales agent), 4 Dragatsaniou St., Athens 122. WTD 1/24/63.

275 Commercial Printing Products

PORTUGAL—Playing cards. Iberex-Sociedade Comercial Ibero-Mundial, Lda. (importer, wholesaler), 132 Avenida D. Carlos 1, Lisbon 2.

277 Greeting Cards

PORTUGAL—Greeting cards. Iberex-Sociedade Comercial Ibero-Mundial, Lda. (importer, wholesaler), 132 Avenida D. Carlos 1, Lisbon 2.

280 Chemicals, Allied Products

SWEDEN—Chemicals, particularly fertilizers; requests replies from manufacturers only. Einar Ekstrom (exporter), Kocksgatan 36, P.O. Box 4039, Stockholm 4. WTD 3/28/63.

Fine chemicals, raw materials for pharmaceutical industry, heavy industrial chemicals, and plastics; requests replies from manufacturers only. Novakemi AB (importer, sales agent), Stalbogsvagen 22, Bandhagen 1. WTD 2/19/63.

281 Industrial Chemicals

MOROCCO—Amorphous phosphorous; phosphorous sesquisulphide. Etablissements Chevallier (importer), 37 Boulevard de la Gironde, Casablanca. WTD 12/3/62.

PHILIPPINES—Water purification chemicals such as copper sulfate, ferric chloride. Basic chemicals in small quantities for use in educational institution laboratories. Benitez & Co., Inc. (importer), P.O. Box 3142, Manila. WTD 3/9/62.

SWEDEN—Molybdenum di-sulphide and all kinds of automotive and motor chemicals; requests price lists, advertising matter, and samples if possible. Black Arrow Karlsson & Co. (manufacturer), Rasundavagen 60, Solna.

282 Plastics Materials, Synthetic Resins, Rubber, Other Man-made Fibers

GREECE—Thermoplastic and thermosetting raw materials (PVC, polyethylene, polystyrene); synthetic rubber. Commission basis with 6-9 months credit. Ludwig N. Schulze (sales agent), 29 Stadiou St., Athens 122. WTD 4/29/63.

Plastics materials. Harry Pan. Bouras (sales agent), 4 Dragatsaniou St., Athens 122. WTD 1/24/63.

283 Drugs

FRANCE—Serums. S.O.R.G.A. (manufacturer), 28 Avenue Corentin-Cariou, Paris 19. WTD 4/12/63.

284 Soap, Detergents, Cleaning Preparations

BELGIUM—Microwaxes for industrial uses; requests replies from manufacturers only. Etablissements Peeters-Brems & Co., S.A. (importer, exporter, processor of lubricating oils and greases), 17 Broekstraat, Wijnegem, Antwerp. WTD 11/9/62.

SPAIN—Shoe polish in cans and tubes; steel wool soap pads. Comercio & Agencias A/C (agent), Juan Rejon 65, Las Palmas de Gran Canaria (Canary Islands). WTD 4/18/63.

291 Petroleum Refining

BELGIUM—Paraffin for industrial uses; requests replies from manufacturers only. Etablissements Peeters-Brems & Co., S.A. (importer, exporter, processor of lubricating oils and greases), 17 Broekstraat, Wijnegem, Antwerp. WTD 11/9/62.

NORWAY—Paraffine wax, fully refined. Nils Solberg A/S (manufacturer's agent), 3 Tollbugaten. WTD 7/19/60.

310 Leather, Leather Products

IRAQ—Shoe making materials including tacks and nails, linings, buttons, soles and insoles, glues and dyes and artificial leather. Mohammed Attiya & Co. (sales agent), Sayed Taha Bldg., Mutanabi St., Baghdad. WTD 2/19/63.

311 Leather Tanning, Finishing

BELGIUM—Leather; requests replies from manufacturers only. 5 Continents (agent), 32, Square des Latins, Brussels. WTD 4/8/63.

314 Footwear

SAUDI ARABIA—Children's shoes. Lucky Store (importer, retailer, wholesaler, commission agent), Amir Khalid St., Alkobar. WTD 3/25/63.

326 Pottery, and Related Products

SWEDEN—Electrical insulating materials; requests replies from manufacturers only. A. Karlson Metall- och Maskin AB (importer, exporter, wholesaler, sales agent), Riddargatan 12, P.O. Box 7005, Stockholm 7. WTD 2/20/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

GREECE—Sand cloth and sand paper. Panayiotis Petridis (agent and exporter), 1 Apellou St., Athens 111. WTD 3/19/63.

331 Steel Mill Products

GREECE—Cast iron pipes. Commission basis. Ludwig N. Schulze (sales agent), 29 Stadiou St., Athens 122. WTD 4/29/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

GREECE—High and low tension electric cables. Commission basis. Ludwig N. Schulze (sales agent), 29 Stadiou St., Athens 122. WTD 4/29/63.

Copper in wire bars and ingots; requests replies from manufacturers only with 6-9 months credit. Ludwig N. Schulze (sales agent), 29 Stadiou St., Athens 122. WTD 4/29/63.

340 Fabricated Metal Products

IRAQ—Hardware including locks and padlocks, bolts, nuts, screws, nails, spikes and clothes hangers; requests replies from manufacturers only. Charles Randquist (sales agent), Khan al Mustansir, Mustansir St., Baghdad. WTD 1/13/61.

341 Logging Camp Products

PORTUGAL—Empty, decorated tin containers and cans for confectionery and canned foods; requests replies from manufacturers only. Jorge P. Almasque (importer-wholesaler), Rua do Alecrim, 7, Lisbon 2. WTD 4/22/63.

342 Cutlery, Hand Tools, and General Hardware

AUSTRALIA—Marine gear. Seacraft Pty. Ltd. (manufacturer, retailer, agent) 25 Queen Victoria St., Fremantle. WTD 4/10/63.

GERMANY—Non-electric household appliances, kitchen utensils, hardware, garden implements; requests replies from manufacturers only in German. Agency in West Germany or south Germany. Melmuth Moedl (manufacturer's agent), 24 Clemens-Krauss-Strasse, 8 Muenchen-Obermenzing. WTD 3/18/63.

PHILIPPINES—Lock sets and door closers; rollers for aluminum doors. Hooven (Philippines), Inc. (manufacturer), Sheridan corner Williams Sts., Mandaluyong, Rizal.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Oil burners; requests correspondence in German from manufacturers

only. Agency for West or south Germany. Heimuth Moedl (manufacturer's agent), 24 Clemens-Krauss-Strasse, 8 Muenchen-Obermenzing. WTD 3/18/63.

GREECE—Circulators for central heating installations. Panayiotis Petridis (agent and exporter), 1 Apellou St., Athens 111. WTD 3/19/63.

344 Fabricated Structural Metal Products

GREECE—Power transmission towers. Commission basis. Ludwig N. Schulze (sales agent), 29 Stadiou St., Athens 122. WTD 4/29/63.

349 Fabricated Metal Products

ISRAEL—All types of valves, fittings, pumps, gates, measuring and control and similar equipment for water, oil and gas pipelines. R. Elchanani (commission agent), 2 Levontin St., P.O. Box 1672, Tel Aviv.

PORTUGAL—Novelties; office and other. Novidades Pinto-Alfredo Jose Mendes Pinto (importer, wholesaler), 22-1. Esq., Rua Alfredo Keil, Amadora. WTD 3/18/63.

SWEDEN—Genuine gold foils on rolls; imitation and color foils for stamping; requests replies from manufacturers only. Claes W. Zethraeus AB (wholesaler, sales agent), Box 15072, Stockholm 15.

352 Farm Machinery

GERMANY—All kinds of agricultural machinery, single phase 220 a.c. 50 cycles voltage; requests replies from manufacturers only. Globaport Ein-und Ausfuhr G.m.b.H. (sales agent), Grosse Baeckerstrasse 11, Hamburg 1. WTD 2/16/61.

353 Construction Machinery

FRANCE—Lifting, hoisting, pulling and handling equipment for industrial services, medium- and heavy-duty; electric, hydraulic, and gasoline-operated; modern equipment; requests replies in French. Agency for France or section thereof. Buzzichelli, S.A. (contractors), 8 Rue Bayard, Toulouse, Haute-Garonne. WTD 4/1/63.

SINGAPORE—Concrete mixers or batchers; sizes 4/3-21/14; standard specs. both tilting, nontilting drum types; diesel engines essential; requests catalogs for simple plant. Sime Darby (Singapore), Ltd. (importing distributor, manufacturer's agent, engineers), Crosby House, 71 Robinson Rd., Singapore 1. WTD 10/31/61.

SWEDEN—Snow plows; requests replies from manufacturers only. AB N.K. Kristensson (importer, retailer, exporter, wholesaler, sales agent), Regeringsgatan 9, Stockholm. WTD 2/1/62.

354 Metalworking Machinery

GREECE—Machine tools. Harry Pan. Bouras (sales agent), 4 Dragatsaniou St., Athens 122. WTD 1/24/63.

INDIA—Automatic file cutting machine for manufacture of engineers' files with following specifications; capacity of the machine: flat work: 6"-10"; half round sides 10"-18"; rounds 12"-18"; three square 8"-12"; square 10"-16"; number of cuts per minute, 2,000 (greater speed not desired); number of cuts per inch which should be obtainable, 13-46; complete with electric motor for 400/440 volts, 3-phase, 50 cycles, a.c., with tropical insulation, and necessary air compressors. H. K. Rao (sales and indent agent), "Soona Lodge", 6 Mori Rd., Mahim, Bombay 16. WTD 4/24/63.

SOUTH AFRICA—Machine tools: heavy duty center lathes in all sizes up to 22" center height; universal mill machines all sizes; universal tool, milling, boring and drilling machine; horizontal boring, drilling and milling machine; radial drilling machines all sizes; pillar type drilling machines; shaping machines; heavy duty metal sawing machines (hacksawing); high duty metal band sawing and filing machines; universal grinders; electric grinding machines, pedestal type; mechanical and hydraulic operated press brakes; mechanical guillotines, all sizes; punching, shearing, cropping and notching machines; eccentric presses; and high speed tube cutting machines; requests replies from manufacturers only or their sole export house. Exclusive agency. Western Province Engineers (Pty.), Ltd. (manufacturers' agent), 354 Voortrekker Rd., Maitland, C.P. WTD 6/2/61.

355 Special Industry Machinery

CEYLON—Pilot plant for manufacture of synthetic camphor powder which can produce about 10 cwts (112 lbs. per cwt.) per 8-hour working day. R. Arasaratnam and Co. (importing distributor, manufacturer), 106 Reclamation Rd., Colombo 11. WTD 4/24/63.

IRAQ—Textile machinery and equipment; requests replies from manufacturers only. Industrial Plants & Machinery Engineering Bureau (sales agent), Eastern Bank Bldg., Bank St., Baghdad. WTD 3/14/63.

ISRAEL—Machinery for food and chemical industries. Nahum Botkovsky (manufacturer's representative), P.O. Box 14072, Tel Aviv.

356 General Industrial Machinery

CANADA—Industrial machinery. Upton Bradeen & James, Ltd. (importing distributor), 8760 Verville St., Montreal 11, Quebec. WTD 5/1/63.

FRANCE—Industrial mechanical equipment, except for printing industry. Interprint (agent), 19 rue Remy-Dumoncel, Paris 14e.

358 Service Industry Machines

GERMANY—Laundry, automobile washing machinery, single phase 220 a.c. 50 cycles voltage; requests replies from manufacturers only. Globaport Ein- und Ausfuhr G.m.b.H. (sales agent), Grosse Baeckerstrasse 11, Hamburg 1. WTD 2/16/61.

SAUDI ARABIA—Room air conditioners; requests replies from manufacturers only. Muhammad A. al-Bassam (importing-distributor), P.O. Box 41, Medina. WTD 12/3/62.

Drinking water coolers, bottle type; requests replies from manufacturers only. Muhammad A. al-Bassam (importing-distributor), P.O. Box 41, Medina. WTD 12/3/62.

SAUDI ARABIA—Air conditioning units, desert coolers; requests replies from manufacturers only. Muhammad A. al-Bassam (importing distributor), P.O. Box 41, Medina. WTD 12/3/62.

SWEDEN—Tobacco, food and drink vending machines, including vending machines serving refrigerated and deep frozen foods, hot beverages such as coffee and hot chocolate; requests replies from manufacturers only. Levin-Automat AB (importer, sales agent), Blasutvagen 5, Enskede.

SWEDEN—Appliances and equipment for restaurant and cafeteria kitchens; requests replies from manufacturers only. Hymanbolagen AB (importer, manufacturer, sales agent), Box 17039, Malmo 17.

359 Miscellaneous Machinery

CEYLON—Machinery for manufacture of laminated spring blades for automotive vehicles varying from ½" to 3" thickness. D.V. Martenstyn & Co. (importing distributor), P.O. Box 916, Colombo. WTD 6/11/62.

GERMANY—Beverage filling, capping and labeling machinery, of automatic or semi-automatic type; either on own account or on commission basis. Direct purchase and agency. Maschinen-, Apparate-, Tankvertrieb GmbH. (importer, wholesaler), 2/4 Inselstrasse, Mainz. WTD 4/29/63.

361 Electric Transmission, Distribution Equipment

AUSTRALIA—Recorders, pen writing and oscillographic; requests literature and prices. Tecnico Electronics Pty., Ltd. (television, radio, and electrical engineer), 566 Elizabeth St., Melbourne, C.1., Victoria. WTD 2/25/63.

362 Electrical Industrial Apparatus

FRANCE—Industrial electronic measuring and control apparatus. Ribet Desjardins S. A. (manufacturer), 13/17 rue Perier, Montrouge (Seine). WTD 3/20/63.

363 Household Appliances

FRANCE—Electrical home appliances designed for 50-cycle, a.c., 110/120 and 220/280 volts, kitchen equipment, new gadgets: electric ranges; refrigerators; laundry-washers and driers; toasters; juicers and mixers; can-openers. Société Generale d'Importation et d'Exportation Rethore Freres (importer, exporter, sales and manufacturer's agent), Magnac-Lavalette, Charente. WTD 2/1/62.

GERMANY—Electrical household equipment including laundry machines, single phase 220 a.c. 50 cycles voltages; requests replies from manufacturers only. Globaport Ein- und Ausfuhr G.m.b.H (sales agent), Grosse Baeckerstrasse 11, Hamburg 1. WTD 2/16/61.

GERMANY—Electric household appliances; requests replies from manufacturers only in German. Agency in West Germany or south Germany. Helmuth Moedl (manufacturer's agent), 24 Clemen-Krauss-Strasse, 8 Muenchen-Obermenzing. WTD 3/18/63.

SAUDI ARABIA—Washing machines; household refrigerators; requests replies from manufacturers only. Muhammad A. al-Bassam (importing-distributor), P.O. Box 41, Medina. WTD 12/3/62.

SWEDEN—All kinds of household equipment and appliances; requests replies from manufacturers only. Inkopscentralernas AB ICA (importer, wholesaler), Master Samuelsgatin 18, Stockholm 7. WTD 4/1/63.

SWEDEN — Household appliances; requests replies from manufacturers only. AB Frili (importer, exporter, manufacturer, sales agent), Industrivagen 6, Solna. WTD 3/28/63.

SWEDEN — Electric refrigerators; dishwashing machines; requests replies from manufacturers only. AB Elektro-Gennel (importer, exporter, manufacturer, sales agent), Tunnelgatan 19 A, Stockholm. WTD 4/2/63.

364 Electric Lighting, Wiring Equipment

GREECE—"Black light lamps"; on commission basis. Ludwig N. Schulze (sales agent), 29 Stadiou St., Athens 122. WTD 4/29/63.

PHILIPPINES—Plastic illuminating ceiling materials; lighting fixtures. Hooven (Philippines) Inc. (manufacturer), Sheridan Corner Williams Sts., Mandaluyong, Rizal.

365 Radios, Television Sets

PORTUGAL—Transistor radio receivers, and virgin magnetic tape. Novidades Pinto-Alfredo Jose Mendes Pinto (importer, wholesaler), 22-1°, Esq., Rua Alfredo Keil, Amadora. WTD 3/18/63.

SAUDI ARABIA—Tape recorders and table model radios; requests replies from manufacturers only. Muhammad A. al-Bassam (importing-distributor), P.O. Box 41, Medina. WTD 12/3/62.

366 Communication Equipment

GREECE—Telecommunication equipment and supplies. Harry Pan. Bouras (sales agent), 4 Dragatsaniou St., Athens 122. WTD 1/24/63.

SWEDEN—Telecommunication equipment; requests replies from manufacturers only. AB Transfer (importer, exporter), Box 57, Vallingby.

367 Electronic Components and Accessories

SPAIN—Electronic equipment, including condensers, connectors of all types, switches, relays, potentiometers, printed circuits and heat dissipators. Construcciones Electro-Mecánicas Especiales, S.A. (agent, manufacturer), Cardenal Belluga 6, Madrid.

SWEDEN—Electronic equipment and components; requests replies from manufacturers only. Hammar & Co. AB (importer, wholesaler, sales agent), Strandvagen 5 B, Stockholm. WTD 2/19/63.

Electronic components and instruments; requests replies from manufacturers only. Ingeniorsfirman Gunnar Petterson (importer, sales agent), Ostmarksgatan 31, Farsta. WTD 3/18/63.

SWEDEN—Electronic equipment; requests replies from manufacturers only. AB Frili (importer, exporter, manufacturer, sales agent), Industrivagen 6, Solna. WTD 3/28/63.

Electronic instruments and components; requests replies from manufacturers only. Aero Materiel AB (importer, manufacturer, sales agent), Grev Magnigatan 6, Stockholm. WTD 3/28/63.

369 Electrical Machinery

FRANCE—X-ray generators; correspondence preferred in French. Société Centrale de Radiologie (manufacturer, wholesaler, retailer). 71 rue Robespierre, Montreuil-sous-Bois (Seine). WTD 3/20/62.

PORTUGAL—Dry cell batteries. Novidades Pinto-Alfredo Jose Mendes Pinto (importer, wholesaler), 22-1°, Esq., Rua Alfredo Keil, Amadora. WTD 3/18/63.

371 Motor Vehicles, Accessories

CAMBODIA—Diesel trucks, costing approximately $4,000 c.i.f. Phnom Penh; requests replies from manufacturers not already represented in Cambodia. Exclusive agency for Cambodia. East Asiatic Co., Ltd. (importer-manufacturer's agent), 16-18 Vithei Srok Treang, Phnom Penh. WTD 5/18/61.

INDONESIA—Spare parts for Chevrolet, Plymouth and Dodge cars, and Willys Jeeps; genuine and replacement parts. Firma Dagang Tani (importer), 454 Djalan Sutomo, Medan. WTD 4/17/63.

372 Aircraft, Parts

SWEDEN—Aircraft accessories; requests replies from manufacturers only. Aero Material AB (importer, manufacturer, sales agent), Grev Magnigatan 6, Stockholm. WTD 3/28/63.

373 Ship, Boat Building, Repairing

AUSTRALIA — Boating. Seacraft Pty., Ltd. (manufacturer, retailer, agent), 25 Queen Victoria St., Fremantle. WTD 4/10/63.

374 Railroad Equipment

FRANCE—Automatic curtain railroad actuators. Ets. Giraud Bardoux (wholesaler), 37 rue du Sentier, Paris 2e. WTD 7/3/62.

381 Engineering, Laboratory, Scientific Instruments

ITALY—Hydraulic remote controls for engine rooms of ships; requests replies from manufacturers only. Svend-Sias (manufacturer's agent, installer of marine diesel engines), Via Montevideo 20, Rome. WTD 12/21/61.

384 Surgical, Medical, Dental Instruments

MOROCCO—Steel surgical instruments such as bistouris, tongs, anaesthesia equipment, syringes; requests correspondence in French from manufacturers only. Cooperation Pharmaceutique Francaise (importer, wholesaler, agent), 44 rue Mohammed Diouri, Casablanca. WTD 2/12/63.

SWEDEN—Dental supplies, especially dentures. AB Nordenta (importer, retailer, sales agent), Orsundsbro. WTD 2/28/63.

Hospital and laboratory equipment; requests replies from manufacturers only. Axel Kistner AB (importer, exporter, wholesaler, manufacturer, sales agent), Lastmakargatan 22-24, Stockholm. WTD 4/1/63.

386 Photographic Equipment

PORTUGAL — Photographic equipment; low-priced photographic cameras and films, on exclusive agency basis. Iberex-Sociedade Comercial Ibero-Mundial, Lda. (importer, wholesaler), 132 Avenida D. Carlos 1, Lisbon 2. WTD 3/20/63.

394 Toys, Amusements, Sporting Goods

AUSTRALIA — Fishing. Seacraft Pty., Ltd. (manufacturer, retailer, agent), 25 Queen Victoria St. Fremantle. WTD 4/10/63.

COLOMBIA—Sporting goods or toys in general. Requests replies from manufacturers only. Orlando Sanchez (commission merchant), Apartado Aéreo 100, San Andres Islas. WTD 2/21/63.

GERMANY—Camping equipment; correspondence preferred in German; requests replies from manufacturers only. Agency for West or south Germany. Helmuth Moedl (manufacturer's agent), 24 Clemens-Krauss-Strasse, 8 Muenchen-Obermenzing. WTD 3/18/63.

ITALY—Toys. Francesco Angletti (agent), Via Musini 41, Parma.

SOUTH AFRICA—Toys; requests replies from manufacturers only. Jack Davis (manufacturer's agent), 11 Beta Rd., Bakoven, Cape Town. WTD 4/11/63.

395 Office, Artists' Materials

IRAQ—Office and school supplies including pens, pencils, staples, stapling machines, paper clips, etc.; requests replies from manufacturers only. Charles Randquist (sales agent), Khan al Mustansir, Mustansir St., Baghdad. WTD 1/13/61.

396 Costume Jewelry, Notions

SOUTH AFRICA—All types of notions including linens, trimmings, tapes, pins, needles and thread; requests replies from manufacturers only or their sole export house. Kamener Agencies (indent agent), 30 Waterkant St., Cape Town. WTD 2/20/63.

399 Manufacturing Industrial Products

BELGIUM—All kinds of articles suitable for sale in large department store. 5 Continents (agent), 32 Square des Latins, Brussels. WTD 4/8/63.

FRANCE—Linoleum, good quality, medium-priced (2 meters in width; thickness 2 or 3 millimeters), and related floor coverings of modern types; merchandise on consignment if possible; requests replies from manufacturers only, in French. Direct agency or distributorship in France or section thereof. Robert Laborde (Ets.) (wholesaler, commission merchant, selling agent, distributor), 28 Rue Duregne, Arcachon, Gironde. WTD 5/10/61.

SOUTH AFRICA—Ladies requisites such as combs, slides and hairclips. Fancy and novelty glassware; base metal, nonmetallic, electrosilver plated and leather novelties. Requests replies from manufacturers only or their sole export house. Kamener Agencies (indent agent), 30 Waterkant St., Cape Town. WTD 2/20/63.

SOUTH AFRICA—Gift items; novelties for infants; requests replies from manufacturers only. Jack Davis (manufacturer's agent), 11 Beta Rd., Bakoven, Cape Town. WTD 4/11/63.

507 Hardware, Plumbing, Heating Equipment

GERMANY—All kinds of insulating materials suitable for construction purposes; base of material of secondary importance; c.i.f. Hamburg; correspondence preferred in German. Guenther Tischler (manufacturer's agent), Wasserkruegerweg 100, 241 Moelln.

TRINIDAD—Building materials such as corrugated galvanized sheeting, galvanized wire for window protection, lumber, steel rods, press board, plywood, hinges, tower bolts, door locks, sewer appliances, wash basins, bathroom fittings; requests replies from manufacturers only. Caribbean Allied Agencies (importing distributor, manufacturer's agent), 70 Charlotte St., P.O. Box 428, Port of Spain. WTD 1/28/63.

509 Wholesaler Products

KENYA—Second hand clothing. C.K. Shah Agenices (manufacturers' representative), P.O. Box 3193, Mombasa. WTD 3/29/63.

SWEDEN—Steel scrap; requests replies from manufacturers only. Einar Ekstrom (exporter), Kocksgatan 36 (P.O. Box 4039), Stockholm 4. WTD 3/28/63.

781 Motion Pictures

SAUDI ARABIA—Entertainment films; requests replies from manufacturers only. Exclusive agency. Associated Agencies, Ltd. (importer, commission agent), P.O. Box 419, Jidda. WTD 3/26/63.

Costa Rica amends tender for steel rods, tie wires

The National Institute of Housing and City Planning, Instituto Nacional de Vivienda y Urbanismo (INVU), San Jose, has amended its initial tender 383 (INTERNATIONAL COMMERCE, April 15, page 24) to read as follows: 68,193 pounds—reinforcing steel rod—¼ inch plain; 6,800 pounds—black annealed tie wire No. 16.

Leads for Importers

Commodities are offered direct unless specified.

209 Food Preparations

★★ NETHERLANDS—Trade Mission

Industry association seeks U.S. importers, agents and repackers of tea for members; Ned Vereeniging van Thee Importeuren & Exporteuren, 693 Keizersgracht, Amsterdam. I.R.-35.

224 Narrow Fabrics, Other Smallwares

★★ NETHERLANDS—Trade Mission

Agency or distributor for linen tea towels; N. V. Nordland Textiel, 332 Amstel, Amsterdam. WTD 11/29/62. I.R.-38.★

225 Knitting Mill Products

★★ NETHERLANDS—Trade Mission

Manufacturer seeks to export special knit caps for children and ladies; Gustaaf Schilo, O. Z. Voorburgwal 134, Amsterdam. I.R.-48.

235 Hats, Caps, Millinery

FRANCE—Hats (principally fancy articles) for men and women, such as straw or cotton hats for summer use (sun, harvest, garden); hats for winter use (wool, mohair, crylor, or angora). Etablissements L. Doumerc (Manufacture de Chapeaux de Fantaisie), 18 Avenue General-Leclerc, Caussade, Tarn-et-Garounne. WTD 3/19/63.

275 Commercial Printing Products

GERMANY—Paper specialties such as fine stationery and fine printing papers for typewriters, Poensgen & Heyer, 16 Zeughausstrasse, 5 Koeln a. Rh. WTD 4/11/63.

284 Soap, Detergents, Cosmetics

★★ NETHERLANDS—Trade Mission

Seeks distributor in U.S. for line of cosmetics. Also household insecticides; Viëtor & Co. N. V., 2e Jan v. d. Heijdenstraat 101, Amsterdam. I.R.-2.

302 Rubber Footwear

CAMBODIA—Rubber sandals, sizes 6 to 11½, for children, men and women. Ets. Khmer Trading, 12-14 Vithei Surint, Phnom Penh. WTD 1/30/60.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Diamond tools, such as standard tools for metal working and processing industries, electrical and automobile industries, universal dressing tools for grinding machines, tandem tools, super-polish turning diamonds for watchmaking and jewelery industries, diamonds for wire drawing mills, diamond grinding wheels, diamond saws for stone industry and honing stones. Wilhelm Pricken, 18 Krefelderstrasse, 5 Koln. Direct or through agents. WTD 3/5/63.

355 Special Industry Machinery

GERMANY—Loop and warp beams; part loop beams; loop and warp beam discs; and bobbins. Walter Schwede, 62 Bonsfelder Strasse, 5602 Langenberg/Rhld., WTD 4/8/63.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—A. M. Morison, Managing Director, representing Conquip, Ltd., 73 Parramatta Rd., Auburn, N.S.W., interested in widening Conquip's present range of **on-track railway construction machinery** through additional franchises; discussing partial manufacture in Australia of such equipment; manufacturing under license 25-40 ft. **powered boats and cruisers.** Also interested in purchasing following **marine items:** electric capstans; hydraulic steering, gear box and throttle controls; electrically-operated bilge pumps, water systems and ventilation systems; and general chandlery. Scheduled to arrive June 4 via San Francisco for 6 weeks; June 4-9: c/o Mark Hopkins Hotel, San Francisco; June 9-13: c/o Conrad Hilton Hotel, Chicago; June 27-July 13: c/o Roosevelt Hotel, New York. Itinerary: San Francisco, Chicago, New York.

Aron Lore, representing Lores Agencies and Metro Boot and Shoe Specialists Pty., Ltd., 42-26 Sussex St., Maylands, interested in export, import and indent agency for following: **automotive parts, dynamometers, electrical appliances, engineer's drawing supplies, general hardware, livestock products, sporting goods and watches, and shoe machinery.** In June via New York for 3-6 months; c/o N. Greenfuld Esquire, 5215 Grape St. Houston 35, Texas. Itinerary: New York, Philadelphia, Baltimore, Washington, Cleveland, Detroit, Chicago, New Orleans, Houston, San Antonio, Los Angeles, San Francisco.

Michael Selios, representing Michael Selios Pty., Ltd., 24 Jamison St., Sydney, N.S.W., interested in **wool, yarns,** (mainly in synthetic yarn for knitting and weaving trade). First week in June via Boston for 10 days; Boston (1st week in June), c/o J. P. Stevens, No. Andover, Mass.); New York City (2nd week in June), c/o Australian Trade Commissioner. Itinerary: Boston, New York.

BRAZIL—Faris Mahfuz, representing Companhia Paulista de Chenille Tecelagam e Confeccoes, Rua Monsenhor Joao Felippo 6 (Caixa Postal 2738) Tel: 93-9383, Sao Paulo, interested in purchasing **tufting machines** for manufacture of chenille goods; also other **textile machinery,** and also requesting technical information regarding any new developments or techniques in textile industry. May 21 via New York for 1 month or more; c/o Department of Commerce Field Office, Empire State Bldg., 61st Floor, 350 Fifth Ave., New York. Itinerary: New York, Chicago, Georgia, Tennessee, possibly other places.

Herbert Israel Stein, representing Giroflex S.A. Cadeitas e Poltronas, Rua Piratininga 610, (Santo Amaro) Caixa Postal 449, Sao Paulo, interested in contacting U.S. manufacturer of **posture chairs,** for either joint venture, licensing agreement, import, export or technical assistance. June 7 via New York for 10 days; c/o New York Taft Hotel, New York. Itinerary: New York, Washington.

FRANCE—Importers group representing Associations of Glassware and Ceramic Importers and Wholesalers, headed by Rober Cambournac, Vice President of "Chambre Syndicale des Importateurs de Verrerie et Ceramique", interested in **glassware and chinaware manufacturers.** May 18 via New York for 2 weeks; c/o New York Field Office, 350 Fifth Ave., New York. Itinerary: New York.

JAPAN—Central Japan Distribution Systems Specialty Mission headed by Tetsuzo Adachi, interested in all aspects of **circulation of goods from producer to consumer,** including sales methods, collection methods, payments and acceptance terms, consumer and seller financing, sales and advertising expenditures, and consumer research. May 6 via San Francisco for 1 month; c/o San Francisco Field Office, 555 Battery St., San Francisco. Itinerary: San Francisco, Los Angeles, Chicago, New York, Dallas, Buffalo, Washington.

Forty wholesalers representing Tokyo Fabric Wholesalers Association, headed by Heighchi Nakagawa, President of Nakahei Co., Ltd., interested in studying **U.S. fabric marketing and distribution system.** May 13 via San Francisco for 4 weeks; c/o San Francisco Field Office, 555 Battery St., San Francisco. Itinerary: San Francisco, Los Angeles, Chicago, New York, Dallas, Buffalo, Washington.

Selichi Yamashita, vice-president and managing director, representing Yamashita Lumber Co., Ltd. 29 Sonezaki-shinchi 1-chome, Kita Ku, Osaka, interested in U.S. **black walnut market condition (export).** May 8 via Los Angeles for 2 months; c/o St. Louis Field Office, 1520 Market St., St. Louis. Itinerary: St. Louis, New York, Baltimore.

LEBANON—Ibrahim El-Yousef, representing Ibrahim El-Yousef, Sabah Bldg. Facing Commodore Hotel, Ras-Beirut, Beirut, interested in **building, real estate,** and **international financing projects.** Latter half of May via New York (by air) for 6 months; c/o The Chase Manhattan Bank, 18 Pine St., New York. Itinerary: New York, Washington, San Francisco, Los Angeles, Phoenix, Detroit, Cleveland.

NIGERIA—Chief Silas Chukudi Okaa Ezenwa, representing Silas Works, Ltd., interested in **modernizing plant and expanding business activities.** On or about June 1 via New York. c/o New York Field Office, 350 Fifth Ave., New York. Itinerary: New York, Washington.

PHILIPPINES — Miss Ofelia Servando, representing Servando's Department Store & Nalco Press, Araneta St., Bacolod City, interested in importing **ladies' accessories** including costume jewelry, **men's accessories, fabrics, toys and novelties, gift and tableware items, linens and domestics, leather goods.** On or about first week of June via New York for 1 week; c/o 825 West End Ave., Apt. 9-G, New York 25, N.Y. Itinerary: New York.

SYRIAN ARAB REPUBLIC — Marwan Mudarris, representing Société Syrienne de Filature et de Tissage, S.A., Ain el-Tel, Aleppo, interested in American-Syrian joint investment in **irrigation machinery manufacture** in Syria; purchase of U.S. **heavy agricultural machinery;** purchase of U.S. **textile machinery.** Requests technical information on possible uses of U.S. agricultural machinery and private U.S. technical assistance in expanding agricultural production in Syrian Jezira area. In Mid-May via New York for 2 weeks; c/o New York Field Office, 350 Fifth Ave., New York. Itinerary: New York, Washington, Charlottesville, (Va.), Whitinsville, (Mass.).

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

CEYLON—Hydroelectric project to be constructed in Ceylon. Export Credits Insurance Corp. of Canada will make available to Ceylon credit of $10.8 million to finance foreign costs of Maskeliya hydroelectric project, total cost of which is estimated $24.2 million. The $13.4 million balance represents local costs which will be provided by Government of Ceylon.

Preliminary investigations for project were made by Hydrotechnic Corporation of New York and Engineering Consultants Inc., of Denver, under Contract ICA-W-863 dated Feb. 18, 1959.

Full investigation and design for project and supervision of construction work will be carried out by Canadian consultants, Ingledow, Kidd and Associates of Vancouver, B.C. Canadian General Electric Co. has been apppointed suppliers to Govcrnment of Ceylon to purchase Canadian equipment and materials on basis of competitive bidding within Canada. Worldwide tenders to be called in due course for local construction work involved.

Work on scheme expected to start after completion of current investigations and plant expected to be in commission by January 1967. Project involves construction of storage dam, diversion dam, spillways and outlet works which will provide necessary hydropower for generating 60-75 megawatts.★

JORDAN—Estimated $28 million Yarmuk River Development Project, under discussion in Syria and Jordan for many years, finally entered execution stage when Joint Syro-Jordanian Committee recently awarded engineering design and work supervision contract to Yugoslav firm. Studies for 90-meter high dam to be built at al-Maqarin expected to take about 2 years and work another 4 years. Project will supply water to irrigation network in Ghor land and generate electricity at two plants, one at dam site and one in Jordanian territory. Project reportedly will be financed jointly by two countries; Syria paying 5% of cost and Jordan 95%. International tenders will probably be invited when plans and specifications are completed.

MALAYA—Possibility of more hotels in Kuala Lumpur. Period of 3 months has been given for public objections, if any, to proposal to rezone Kuala Lumpur's residential area (Jolan Damansara) as "special area" for construction of hotels, restaurants and other public facilities, and local interests have already submitted plans for 400-room hotel estimated to cost $3.5 million. Because of Kuala Lumpur's shortage of hotel accommodations (no rooms available through August), 3 U.S. firms have indicated an interest in building hotels here. Rezoning referred to above may soon ease land shortage and costs enough to make hotel investment in Kuala Lumpur more attractive to foreign firms.

TAIWAN—Taipei Municipal Government to expand gas supply and distribution services in Taipei at estimated cost of over $3.5 million; 22,000 families now obtain gas from the Taipei Gas Co. Proposal made to make gas available to additional 28,000 families. Supplementary gas needed may be furnished by Pioneer Chemical Corp., located about 10 kilometers outside city limits.

UAR extends bid deadline on ore treatment plant

The General Organization for Executing the 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, has extended the bid deadline for the supply and erection of metallurgical plant for the treatment of lead-zinc ore deposit at Um Gheig Mine, Eastern Desert, from April 30 to June 15. (See INTERNATIONAL COMMERCE, March 18, p. 44.)

A copy of the tender is available on short loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, Department of Commerce, Washington, D.C. (WO 7-5589).

Firm in Stockholm seeks U.S. agency arrangements

A well established Stockholm firm, reportedly operating on a very large scale, is interested in contacting U.S. manufacturers to act as import agent for the following: Metals, alloys, forgings, and strip iron; assortment of machine tools; and mechanical, optical and electrical and measuring tools.

Contact A. Karlson Metall, och Maskin AB, Riddargatan 12, (Box 7005), Stockholm 7, Sweden.

A WTD report dated Feb. 20, 1963, is available from the Commercial Intelligence Division, U.S. Department of Commerce.

Australia announces amendment to Munmorah Power Station

The Electricity Commission of New South Wales has announced amendment No. 1 for contracts 1130/2 and 1131/8 for instruments, panels and control equipment for generators and boilers for the Munmorah Power Station (INTERNATIONAL COMMERCE, April 1, p. 30).

Copy of the amendment is available for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-4242).

Hospital equipment sought by agency in Guatemala

Liga Nacional Contra El Cancer, a nonprofit charitable organization for treatment and prevention of cancer, requests quotations on the following hospital equipment: furniture, laboratory, medical, X-ray, diagnostic and surgical equipment; laundry and kitchen installations; and operating room equipment.

The equipment is required for a 180 bed hospital now under construction.

Interested manufacturers may write in Spanish directly to the League, attention: Comite de Construcción, 9a Calle 2-37, Zona 1, Guatemala City.

Working for you Department of Commerce Field Offices

Albuquerque, N. Mex., Courthouse. Phone: 247-0311, ext. 2386
Anchorage, Alaska, Rm. 60, U.S. Post Office & Courthouse. Phone: BRoadway 2-9611
Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75 Forsyth St., NW. Phone: JAckson 2-4121, ext. 6000
Birmingham, Ala., Title Building, 2026 Third Ave., N. Phone: 323-8011, ext. 3131
Boston 10, Mass., Room 230, 80 Federal St. Phone: CApitol 3-2312
Buffalo 3, N.Y., 504 Federal Building, 117 Ellicott St. Phone: TL. 3-4216
Charleston 4, S.C., Area 2, Sergeant Jasper Bldg., West End Broad St. Phone: 722-6551
Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731
Chicago 6, Ill., Room 1302, 226 West Jackson Blvd. Phone: 828-4400
Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200, ext. 2944
Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave. Phone: CHerry 1-7900
Dallas 1, Tex., Room 3-104 Merchandise Mart, 500 South Ervay St. Phone: RIverside 8-5611
Denver 2, Colo., 142 New Custom House, 19th & Stout Street. Phone: KEystone 4-4151, ext. 598
Detroit 26, Mich., 438 Federal Building. Phone: 226-6088
Greensboro, N.C., Room 407 U.S. Post Office Bldg. Phone: BRoadway 3-8234
Hartford, Conn., 18 Asylum St. Phone: 244-3530
Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831, ext. 464
Houston 2, Tex., 5102 Federal Bldg., 515 Rusk Ave. Phone: CApitol 8-0611
Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111
Kansas City 6, Mo., Room 2011, 911 Walnut Street. Phone: BAltimore 1-7000
Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: RIchmond 9-4711, ext. 1261
Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street. Phone: JAckson 6-3426
Miami 32, Fla., 408 Ainsley Bldg., 14 NE. First Ave. Phone: FRanklin 7-2581
Milwaukee, Wis., 1201 Straus Bldg., 238 W. Wisconsin Ave. Phone: BRoadway 2-8600, ext. 473
Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street. Phone: 334-2133
New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 529-2411, ext. 6547
New York 1, N.Y., 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377
Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400, ext. 591
Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave. Phone: 261-3285
Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800, Ext. 785
Portland 4, Oreg., 217 Old U.S. Courthouse, 520 SW. Morrison St. Phone: CApitol 6-3361, ext. 1421
Reno, Nev., 1479 Wells Ave. Phone: FAirview 2-7133
Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611
St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St. Phone: MAin 1-8100
Salt Lake City 1, Utah, 222 SW. Temple St. Phone: DAvis 8-2911, ext. 341
San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St. Phone: YUkon 6-3111
Santurce, P.R., 605 Condado Ave. Room 628, Phone: 723-4640
Savannah, Ga., 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull Street. Phone: ADams 2-4755
Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300, ext. 492

New Books and Reports

***Directory of the Republic of the Sudan: 1963 (5th ed.).* Published by the Diprepu Co. London, 1963. 148pp. $4.20 (postage included).**

This revised and enlarged edition describes the Sudan's 10-Year Development Plan, existing industries, mineral resources, chambers of commerce and trade organizations, the financial and banking structure, investment opportunities, and the Sudan's foreign trade record.

Appendixes contain alphabetical and classified lists of Sudanese firms and a biographical section on Who's Who in the Sudan.

Order from the Diplomatic Press and Publishing Co., 13 Cotswold Gardens, London, N.W. 2.

***The Economic Development of Kenya.* Published for the International Bank for Reconstruction and Development by the Johns Hopkins Press, Baltimore 18, Maryland; May 1963. 380pp. Cloth cover $8.50; Paper cover $4.**

Contains the complete report of a 1961-62 mission to Kenya organized by the International Bank for Reconstruction and Development (IBRD) at the request of the Governments of Kenya and the United Kingdom. Especially timely because it is published as one of the last of Britain's East African territories approaches independence.

The task of the IBRD mission was to assist the Government of Kenya in development planning for the crucial period ahead and in the formulation of policies which would lead to higher standards of living. The mission has included enough background information and descriptive material, including maps, to make the report meaningful to the lay reader.

Order direct, or through your bookstore, from the Johns Hopkins Press, Baltimore 18, Maryland.

***The Gross National Product in the Soviet Union: Comparative Growth Rates.* By Stanley H. Cohn, Published by the Dept. of Commerce. Washington, 1963. 21 pp. 15 cents.**

This study compares Soviet economic performance against that of the economies of leading Free World nations Mr. Cohn covers the structure of the national product; the role of manpower and productivity as growth factors; national product growth; comparative size of national product; investment as an economic growth factor; distinguishing features of Soviet growth; and projections of future growth.

It can be ordered from the Superintendent of Documents, GPO, Washington, 25, D.C.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Such requests must be received not more than 15 days after the publication date of the issue of INTERNATIONAL COMMERCE in which the requested OBR was listed.

***Prentice-Hall World Atlas.* (2d ed.) Edited by Joseph E. Williams. Prentice-Hall Englewood Cliffs, N.J. 1963. 137 pp. $9.25.**

Contains 30 economic maps of world production of metals, minerals, and leading agricultural products. Also includes world trade routes, illustrating import and export flows, and new mining and industry maps of North and South America, Africa and Asia.

***The Soviet Challenge to U.S. Machine Building.* By Michael Boretsky. U.S. Department of Commerce. Washington, 1963. 73 pp. 30 cents.**

A comprehensive comparison of the economics and technology of machinery production in the U.S. and the Soviet Union. It is essentially a reprint of a study included in the published 1962 hearings of the Joint Economic Committee, U.S. Congress, on the "Dimensions of Soviet Power."

The technological data on which the author bases his analysis and conclusions are presented in detail—a fact of particular importance because of the dearth of information in this field.

Order from the Superintendent of Documents, GPO, Washington 25, D.C.

***Buyers Guide to European Chemicals, 1963.* Published by the Noyes Development Corp. Pearl River, New York. 135 pp. $20.**

A buyers, sales, and market research guide to the 160 major chemicals and chemical groups produced in 18 West European countries. Designed for use by businessmen buying European chemicals, selling chemicals to specific industries in Europe, or conducting market research studies.

It can be ordered from the Noyes Development Corporation, P.O. Drawer 900, Pearl River, N.Y.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington 25, D.C.**

Contribution of Imports to U.S. Raw Material Supplies, 1961. OBR 63-8. 8pp. A tabular and graphic presentation of U.S. imports of crude and semi-manufactured materials; their amounts, country of origin, relation to available supplies, and principal countries of origin.

Import Tariff System of Nicaragua. OBR 63-18. 2pp. Covers the units of currency, weight and measure; bases of specific and ad valorem duties; customs surtaxes and internal taxes; duties—preferential treatment; shipping documents and fees; and trade restrictions.

Economic Developments in Taiwan (Formosa), 1962. OBR 63-36. 7pp. A year-end summary of events in agricultural and industrial development, foreign investment and foreign trade.

Economic Developments in Switzerland, 1962. OBR 63-61. 9pp. A review of the 1962 highlights in U.S. trade with Switzerland; overall Swiss foreign trade; industry, finance and agriculture; labor, wages and prices; mining, electric power and transportation.

Licensing and Exchange Controls—Republic of South Africa. OBR 63-86. 12pp. Outlines South Africa's import control system, administration of controls, import licensing regulations and export controls, as well as U.S. controls affecting trade with South Africa. Eight pages of appendixes list the various commodity lists affecting international trade which are now in effect for the Republic of South Africa.

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Calendar
for international traders

19-25—Golden Gate World Trade Week, **San Francisco, Cal.** Sponsors: San Francisco Area World Trade Assn. and the San Francisco Chamber of Commerce.

19-22—Twenty-eighth annual Convention of the Sales and Marketing Executives International, Bellevue-Stratford Hotel, **Philadelphia, Pa.** Commerce Speaker: Eugene M. Braderman, Director of the Bureau of International Commerce.

20—World Trade Week Program, **Salisbury, Md.** Sponsor: Maryland World Trade Week Committee.

21—World Trade Week Dinner, Foreign Traders Assn. of Philadelphia. Sheraton Hotel, **Philadelphia, Pa.**

21—World Trade Week Program, **Upper Marlboro, Md.** Sponsor: Maryland World Trade Week Committee.

21—Maine World Trade Conference, Valle's Steak House & Charter House Motel, **Portland, Maine.** Sponsors: Maine Port Authority, Maine Dept. of Economic Development, Maine State Chamber of Commerce. Speaker: Draper Daniels, National Export Expansion Coordinator.

21—Annual Dinner-Dance, International Trade Club of **Kansas City, Mo.**

21—Providence World Trade Club Dinner Meeting, Kirkbrae Country Club, **Lincoln, R.I.**

21—Memphis World Trade Club Meeting. Hotel Claridge, **Memphis, Tenn.**

21—FCIA Workshop Seminar, **Houston, Tex.** Speaker: Henry G. Sheehy, President of the Foreign Credit Insurance Assn.

22—Minnesota Foreign Trade Club Dinner, Minneapolis Athletic Club, **Minneapolis, Minn.**

22—2nd Annual World Trade Seminar, **Columbus, Ohio.** Sponsor: Columbus Chamber of Commerce. Speaker: Draper Daniels, National Export Expansion Coordinator.

22—Special Meeting, Foreign Commerce Committee of the Chamber of Commerce of the New Orleans Area—International House — **New Orleans, La.**

22—Second Central Ohio World Trade Seminar. Stouffer's University Inn, **Columbus, Ohio.** Sponsor: Columbus Area Chamber of Commerce.

22—Export Expansion Conference, **Benton Harbor, Mich.** Sponsor: Detroit Field Office, U.S. Dept. of Commerce.

22—FCIA Workshop Seminar, **Dallas, Tex.** Speaker: Henry G. Sheehy, President of the Foreign Credit Insurance Assn.

22—Ambassadors Tour of the Port of **Baltimore, Md.** Sponsor: Maryland World Trade Week Committee.

22—Port of Philadelphia National Maritime Day Observance, **Philadelphia, Pa.** Sponsor: Port of Philadelphia Maritime Society.

23—World Trade Week Program, **Annapolis, Md.** Sponsors: Rotary International and the Maryland World Trade Week Committee.

23—World Trade Week Program, **Hagerstown, Md.** Sponsors: Kiwanis International and Maryland World Trade Week Committee.

23—World Trade Week Dinner, **Cincinnati, Ohio.** Sponsors: World Trade Club of the Cincinnati Chamber of Commerce, Traffic Club and the Propellor Club of Cincinnati.

23—World Trade Week Luncheon, **Los Angeles, Cal.** Sponsor: Foreign Trade Assn. of Southern California.

23—International Sales Conference, **Rochester, N.Y.** Sponsors: Buffalo Regional Export Expansion Council, Rochester Chamber of Commerce, U.S. Dept. of Commerce Buffalo Field Office. Speaker: Draper Daniels, National Export Expansion Coordinator.

23—World Affairs Council of **Philadelphia, Pa.** Businessman's luncheon group discussion of opportunities for Philadelphians in World Trade. Sponsored by Regional Export Expansion Council.

23—Meeting of the San Francisco Chapter of the American Marketing Assn. **San Francisco, Cal.**

23—Dinner meeting of the World Trade Club of **St. Louis, Mo.** Rose and Crown Room, Cheshire Inn. Subject: St. Louis Trade Mission to Europe.

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